

GRAIN DEALERS' JOURNAL

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CHICAGO, ILL., MARCH 25, 1904.

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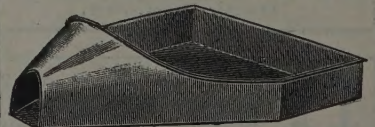
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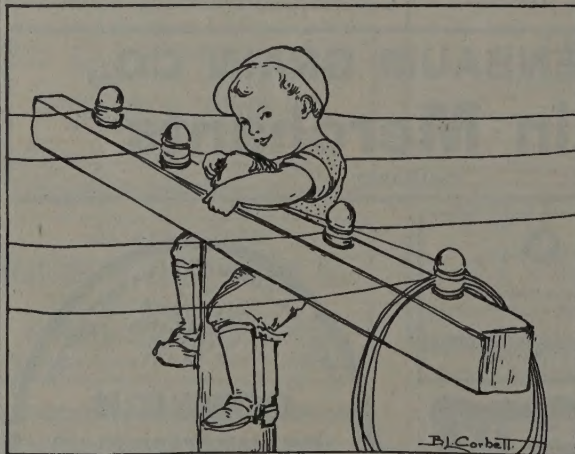
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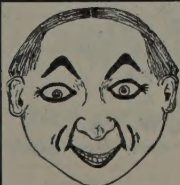
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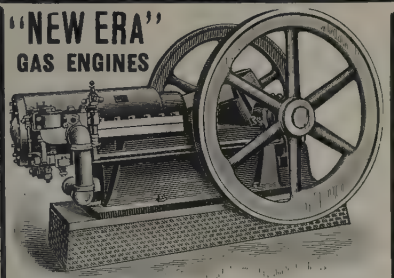
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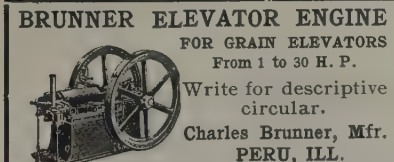
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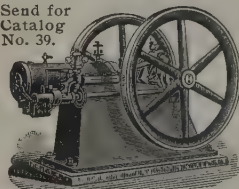


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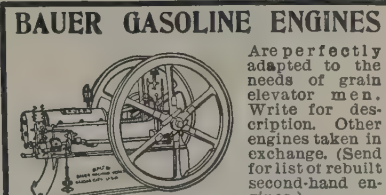
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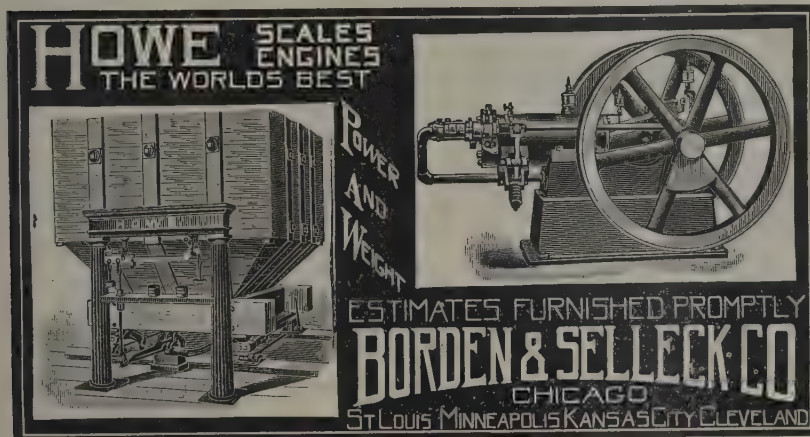
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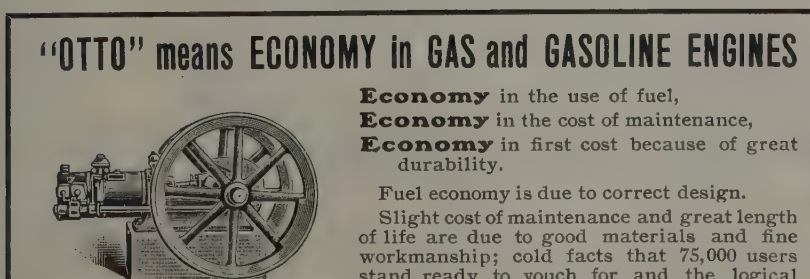
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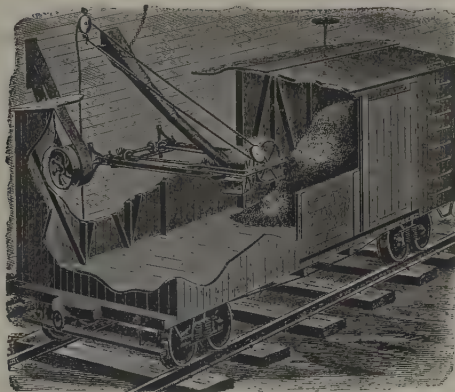


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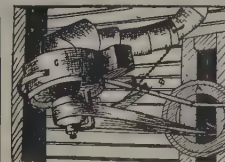
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Table of Legal Weights

This table shows the legal weights in pounds per bushel of grain and grain products, etc., as provided for by law. This book is well bound in a strong cloth cover. Price 50 cts.

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Consists of tubular frame which can be adjusted to any distance

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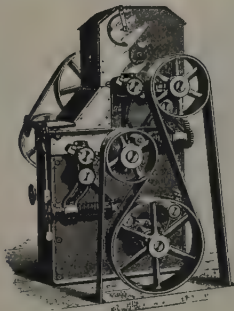
Yes, how are they? Don't you think a little grinding would do them good? Do you think our inspection of them would hurt them? And about corrugating—think they need any of that necessary operation?

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An Indexed journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

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The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

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It is 9½x12 inches, contains 160 pages, giving room for records of 3,000 loads. Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents, and Remarks. The book is printed on Record Line Ledger Paper and is well bound in strong board covers, with leather back and corners. Price, \$1.50.

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It contains 160 pages of Record Linen Ledger paper, ruled to meet the needs of the grain dealer's business. The column headings are: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

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The marginal index figure represents the right hand or unit figure of the number entered; and the column heading the second or tens figure. So in looking for, say 9846, we know it is on the page indexed 6, and in the column headed 4, and is quickest found by looking down the blue line for the third figure or 8. The instances in which these three figures appear in this combination will be so few that the required number can always be instantly found if properly entered.

The book is made of heavy ledger paper and well bound in half Russia. Size, 11x14½ inches.

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Belt Line Elevator, Superior, 2,500,000 bushels	F. H. Peavey & Co., No. 1, 1,750,000 bushels
Superior Terminal, " 2,500,000 bushels	Interstate Elevator, Minneapolis, 1,000,000 bushels
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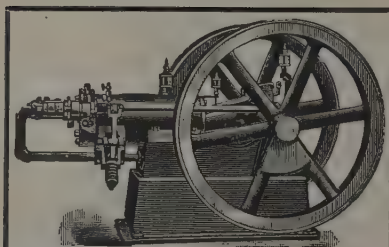
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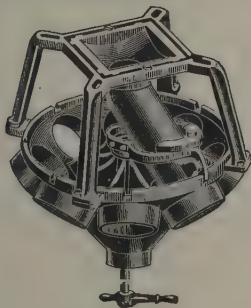
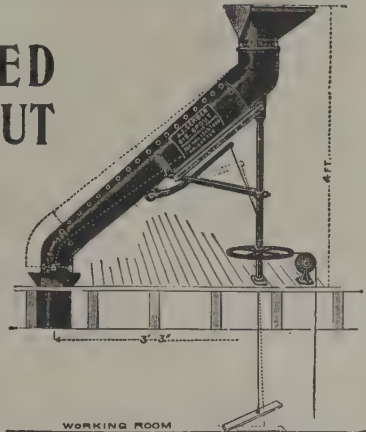
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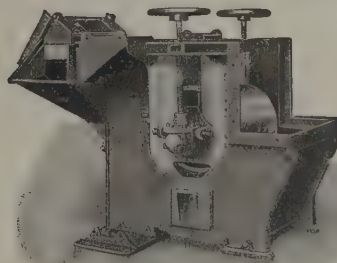
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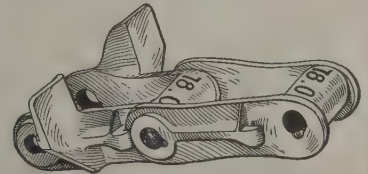
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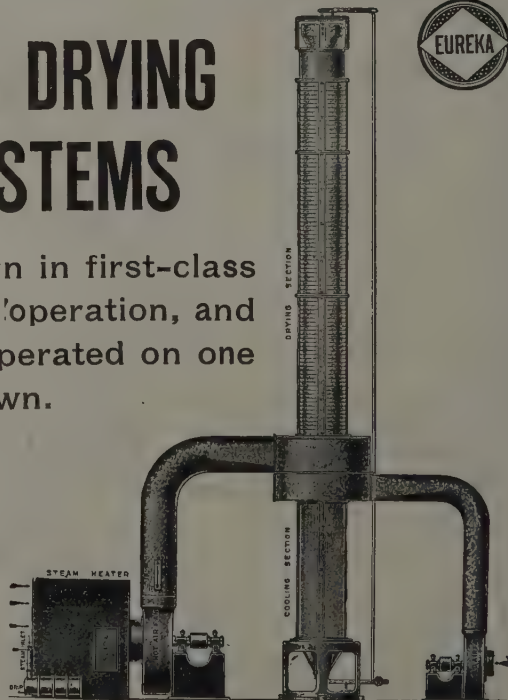


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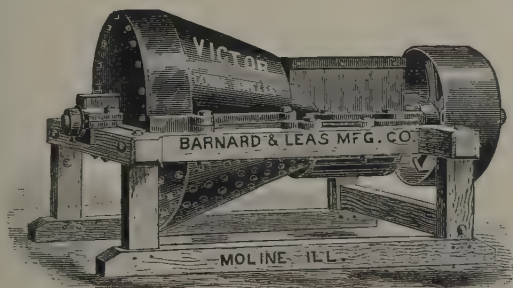


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Send for our circular "C"

BARNARD & LEAS MFG. CO.

Builders of Elevators and Elevator Machinery

MOLINE, . ILLINOIS

ELEVATORS FOR SALE.

C. A. BURKS, The Elevator Broker, 212 Merchants Exchange, Decatur, Ill.

UP-TO-DATE elevators in choice locations. W. A. Thompson, Attica, Ind.

SIXTY ELEVATORS and three lumber yards for sale. C. A. Burks, Decatur, Ill.

HAY, GRAIN, COAL and Produce Business for sale. No competition. Box 54, Scotts, Mich.

LIST YOUR ELEVATORS for sale with us, we can sell them quick. Aaron Smick, Decatur, Ill.

ELEVATORS FOR SALE—All in the corn belt. Write for particulars, stating about what you want. T. C. Grady, Maroa, Ill.

I HAVE for sale two elevators located at good grain points in southwestern Minnesota. Address Lock Box 216, Pipestone, Minn.

ELEVATOR FOR SALE at Ringwood, Okla. Modern and up-to-date in every respect. A money maker. Address Mell & Cole, Elgin, Okla.

AARON SMICK, Decatur, Ill., has 20 Elevators, for sale or trade, located in Ohio, Ind., Ill. and other states. Write for list. Aaron Smick, Decatur, Ill.

ELEVATOR AND WAREHOUSE combined, in northern Iowa; 10,000 bushels capacity; gasoline power. Price \$2,000. Address Box 375, Nora Springs, Iowa.

ELEVATOR in Indiana for sale; capacity 30,000 bushels; crib room 15,000 bushels; modern in every respect; good reason for selling. Address W. E., Box 7, care Grain Dealers Journal, Chicago, Ill.

INDIANA ELEVATOR for sale cheap. Elevator in good repair; handles 250,000 bushels annually; best organization in state; big margins. Address X. Y. Box 2, care Grain Dealers Journal, Chicago, Ill.

OKLAHOMA ELEVATOR for sale; in good location on C. R. I. & P. Ry. Handled 150,000 bushels grain since first July, 1903. Warehouse room to handle feed and flour. Address J. E. Farrington, Anadarko, Okla.

WISCONSIN 25,000 bushel elevator, with machinery for handling grain and making feed; a large established business. Best recommendations. Address Wisconsin, Box 6, care Grain Dealers Journal, Chicago, Ill.

YOU look here for elevators when you want to buy, and owners who desire to sell watch our "Elevators Wanted" columns. If you want all probable sellers to know of your want send word to them by a Journal want ad.

INDIANA ELEVATOR for sale: Owing to heart trouble, which may at any time prove fatal, I desire to close out my elevator business at above place and offer my 16,000-bushel elevator, doing an average yearly business of 60,000 bu., and a coal trade of 250 tons; also, six-room house and lot. All for \$3,000. R. E. Zorne, Ging, Rush Co., Ind.

ELEVATORS FOR SALE.

NEW 50,000 bushel elevator for sale; 200,000 bushel business; \$5,000, half down, easy payments on balance. For full particulars address Seller, Box 6, care Grain Dealers Journal, Chicago, Ill.

CLEANING AND HANDLING ELEVATOR for sale or lease. Advantageously located. Modern equipment. Satisfactory terms to proper parties. A snap for somebody. Write us for particulars. Hanna & Leonard, Galveston, Tex.

ELEVATOR, COAL AND FEED business for sale; located in county seat, central Iowa. On account of sickness this will be sold at a bargain if taken at once. Address H. I. X., Box 6, care Grain Dealers Journal, Chicago, Ill.

ON ACCOUNT of poor health I offer for sale, Grain Elevator on R. R. siding; City Feed Mills, main building 25 by 60; scales and coal decks; 6 room dwelling. Good established business. A money maker. E. B. Deckum, Jetmore, Kan.

ELEVATOR FOR SALE in the southern part of Ohio, in good wheat and live stock territory. Latest up to date machinery for handling grain lately installed. Best of reasons for wanting to sell. Address Box No. 154, Middletown, Ohio.

ELEVATORS FOR SALE: Line of seven stations in Iowa. To one wishing a nice safe business based on average of ten years, they will find this worthy of close investigation. Address Bers, Box 6, care Grain Dealers Journal, Chicago, Ill.

FOR SALE—A line of ten well located country elevators in Kansas. All or some cash, and terms to suit. Good reason for selling. Best of crop prospects. Write for particulars if you mean business. Address Eagle, Box 5, Care Grain Dealers Journal, Chicago, Ill.

ONLY elevator in southern Ohio town, in extensive corn and wheat valley. Storage 40,000 bu.; modernly equipped; built three years. Exclusive coal trade. A fine money maker; owner has not time to give it attention. Price \$6,500, part cash. Address Morgan, Box 9, care Grain Dealers Journal, Chicago.

THREE ELEVATORS AND A 200-BBL. MILL for sale or trade. I have a fine 200-bbl. mill and three elevators well located for business in southern Minn.; will sell at a big bargain for cash, or trade for good, clear, wild land. Write me. Address J. D. Matteson, MILL BROKER, Worthington, Minn.

ILLINOIS ELEVATOR PROPERTIES—Elevator, Coal, Hay and Feed Business for sale; 75,000 bushels grain capacity; 5,000 bushels crib room; 250-ton coal bins; gas engine, wheat, and corn cleaners and sheller. Will be sold at a bargain. A snap for the right party. Adolphe Breuchaud, Greenville, Ill.

FOR SALE: The business and goodwill of a money-making, track-buying and brokerage firm. A clean, pleasant and profitable business. It will pay you to investigate if you are looking for a good thing in the grain trade. We do the business; good reason for selling. Write for particulars. Address Brown, Box 6, care Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

STINSON, MORRISON & CO. have four grain warehouses located on the Frisco Railroad in one of the best grain sections in Okla. Handled 165,000 bu. of wheat and oats last season; houses were built last season. Will sell all for \$2,000, one-third down, balance without interest till harvest and time on balance at reasonable interest. Address E. A. Stinson, Guthrie, Okla.

GRAIN BUSINESS for sale. I will offer one of the best paying businesses in the state, consisting of a first-class new elevator, hardware, builders' supply and lumber business; also a fine coal trade. No opposition. I wish to retire from business entirely. Write at once if interested, as this is too good to go long on the market. Address E. E. Gard, Tremont City, Ohio.

ELEVATORS WANTED.

ELEVATOR WANTED, to buy or rent. Address Box 62, Parkersburg, Iowa.

ELEVATOR WANTED in northern Ohio or eastern Indiana. Address Lock Box 386, Oak Harbor, Ohio.

WRITE C. A. BURKS, The Elevator Broker, Decatur, Ill., for list No. 12, if looking for a good location. All correspondence confidential.

GOOD ELTR. wanted in exc. for a section of fine stock and grain land in southern North Dakota. Union County Investment Co., Elk Point, S. D.

ELEVATOR WANTED, handling over 200,000 bushels. Any banking done in town? Address W. J. H., box 4, care Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED—To rent with view to buying, in a good grain district in the Dakotas or Northern Minnesota. Address Box 103, Lime Creek, Minn.

GOOD ELEVATOR wanted in exchange for first class black loam grain farm. Only those desiring to trade need write. Address W. S., Box 51, Cowden, Ill.

WILL TRADE Brick Block in county seat of 3,000, value \$12,000, for one or two elevators in western Ohio or eastern Indiana. Address Lock Box 8, Hagerman, Ohio.

ELEVATORS WANTED at good wheat stations on C. H. & D. system or P. & E. division of Big Four. Address W. A., Box 6, care Grain Dealers Journal, Chicago, Ill.

WANTED—A good up-to-date grain elevator in Ohio or Indiana. State price and reasons for selling. Must do the business. Address F. D. B., 18 West Washington St., Ashland, Ohio.

ELEVATORS OR MILL property wanted in Iowa, Minnesota, or the Dakotas; will trade 800 acres of choice improved farming land for same. Address Lock Box 216, Pipestone, Minn.

ELEVATOR WANTED in Iowa or Illinois in exchange for a good farm, located in Palo Alto county, Iowa, valued at \$65.00 per acre; incumbrance \$6,100; will take elevator worth \$3,000, balance cash. Address Box 848 Spencer, Iowa.

ELEVATORS WANTED.

ELEVATOR WANTED in first-class condition, in Illinois, Iowa, Kansas or Nebraska. I have a fine farm with excellent buildings, well located between Waterloo and LaPorte City, Iowa; worth \$75.00 per acre; incumbance, \$7,000. Will take elevator not to exceed \$6,000 in value; balance cash. Address Farm, Box 6, care Grain Dealers Journal, Chicago, Ill.

GRAIN AND SEED FOR SALE.

CLOVER SEED, Wheat, Corn and Oats for sale. Address Kinsey Bros., North Manchester, Ind.

CLOVER AND TIMOTHY seed for sale in carload lots or less. Schlatter & Seaward, Bellevue, Iowa.

SEEDS FOR SALE—Choice, re-cleaned timothy seeds \$1.25 per bu. G. L. Miles, 909 Broad St., Grinnell, Ia.

TIMOTHY, CLOVER AND FIELD SEEDS of all kinds; buy or sell. Write us. Ross Seed Co., Louisville, Ky.

CORN FOR SALE in car lots. Write for prices. Elevators on Northwestern Ry. The J. H. Hamilton Co., 538 Bee Bldg. Omaha, Neb.

SEED SPELTZ, Oats and Barley, also Timothy and all field seeds for sale. Wholesale Price List on application. L. L. Olds Seed Co., Clinton, Wis.

ALFALFA SEED, pure, fresh, 1903 crop; car or bushel lots. Also Turkey Hard Wheat, car lots. Speltz, Macaroni Wheat, Kaffir, Etc. Write for prices. McBeth & Kinnison, Garden City, Kan.

FIELD AND GRASS SEED FOR SALE. WHEN IN NEED OF ANYTHING IN THIS LINE WRITE US. WE MAKE PROMPT DELIVERY. THE WM. S. GILBREATH SEED CO., INDIANAPOLIS, IND.

SEED CORN, Grass Seeds, Grains, Millet, in fact, a full line of field seeds. Write for wholesale price list or catalog. I may interest you in prices and quality of Timothy, Millet, Seed Corn, etc., in car lots or less. Fred Meier, Sleepy Eye, Minn.

SEED BARLEY AND SEED OATS. We have a few cars of choice bluff grown barley wheat that is clean, good weight and color. Also a few cars of bluff grown American Banner seed oats. Prices and samples sent upon application. R. E. Jones Co., Wabasha, Minn.

CLOVER, TIMOTHY, RED TOP, BLUE GRASS, DWARF ESSEX RAPE, POP CORN, BUCKWHEAT, FIELD PEAS, CHICKEN FEED and a full line of FIELD SEEDS for sale to dealers at the right prices. Samples upon application. The ILLINOIS SEED COMPANY, Chicago, Ill.

GRASS AND CLOVER SEED for sale. Headquarters for BROMUS INERMIS, ALFALFA, genuine TURKESTAN ALFALFA, DWARF ESSEX RAPE, ORCHARD GRASS, etc., in carload lots, for immediate shipment. Write for samples and prices.

Henry Nungesser & Co.,
Seed Merchants,
New York, N. Y.

GRAIN AND SEED FOR SALE

HEADQUARTERS for Alfalfa, Meadow Fescue, Millet, Sorghum, and Kaffir corn seed. Address Kansas Seed House, F. Barteldes & Co., Lawrence, Kan.

ALFALFA SEED—We offer the best kinds that grow. Seed is taken from Alfalfa that makes the best growth and best adapted to this country. We sell it more reasonable than others; re-cleaned seed \$13.50 per cwt. TURKESTAN ALFALFA, the Alfalfa that has proven such a great success on dry arid soils and will withstand more hardships than any other kind. We have the genuine article, re-cleaned, free from obnoxious weed seeds, for \$16.00 per cwt. Send for samples and send in your order. Catalog is free. Be friendly. Write us. Address A. A. Berry Seed Co., Box No. 105, Clarinda, Iowa.

GRAIN WANTED.

OATS WANTED, Black and Dark Mixed. Send samples and quote. W. H. Small & Co., Evansville, Ind.

WANTED—Alfalfa, Millet, Cane Seed, Kaffir Corn and Timothy Seed in car lots. W. H. Small & Co., Evansville, Ind.

GRAIN CONNECTIONS WANTED in Ohio, Indiana and Illinois. C. E. Clifton & Co., Grain Brokers, Washington, D. C.

CHOICE WINTER milling wheat wanted. Send samples, quote prices. Address Walsh Milling Co., Cuyahoga Falls, Ohio.

WINTER WHEAT wanted. Quote prices, send samples. Ship Big Four or Pa. R. R., Ansted & Burk Co., Springfield, Ohio.

TIMOTHY AND CLOVER SEED, Leaming Corn and American Banner Oats wanted in car lots. E. W. Conklin & Son, Binghamton, N. Y.

PRICES WANTED based on New Orleans delivery on corn, hay, oats and feed of all kinds. Write Covington Wh. & Com. Co., Ltd., Covington, La.

WE ARE cash buyers of hay, oats, ear and shelled corn. Write us for prices. We want to make your acquaintance. Marietta Brokerage Co., Marietta, O.

MILLETS, HUNGARIAN, Medium, Mammoth Red Clover wanted in carloads. Send samples and quote. Northrup, King & Co., Minneapolis, Minn.

PRICES WANTED on corn, hay, oats, flour, bran, meal, chops, feed all kinds. Best market south. Send sample. Wire; write. H. G. Smith, Birmingham, Ala.

WANTED—Michigan, Indiana and Ohio Grain, Hay and Straw. Our daily bids will be gladly furnished on request. Look us up. W. A. Bunting & Co., Kalamazoo, Mich.

We are buyers of TIMOTHY, CLOVER, MILLET, POP CORN, KAFFIR CORN, BUCKWHEAT and other FIELD SEEDS. Also of Grain and Grain screenings suitable for chicken feed. Sellers please submit samples. THE ILLINOIS SEED COMPANY, Chicago, Ill.

GRAIN WANTED.

SEED CORN on the ear wanted. Must have been grown south of a line drawn thru Iowa's Southern Boundary. Address G. A. Underwood, 114 N. 4th St., St. Louis, Mo.

WANTED TO CORRESPOND WITH shippers of grain and hay, who wish to do business in this territory. Geo. T. King, Hay and Grain Broker, Richmond, Va.

OATS, CORN AND CHOPS wanted on consignment. I solicit consignments of Grain, Hay and Mill Products and will make advances on same. J. L. Perkins, Jr., Broker. Office and Warehouse, 110 Levee St., Vicksburg, Miss.

WANTED.
Good Soft Winter
Wheat.

Think can please you.
Ask for daily bids.
The N.W. Elevator & Mill Co., Toledo, O.

GRASS AND FIELD SEEDS WANTED. WE ARE ALWAYS IN THE MARKET FOR ALL VARIETIES. ADDRESS THE WM. S. GILBREATH SEED CO., INDIANAPOLIS, IND.

WANTED—
QUOTATIONS on
Corn, Oats, Hay, and Bran.
H. D. COTHRAN & CO., ROME, GA.
References:
R. G. Dun & Co., and
First National Bank.

OFF GRADES.
OATS AND WHEAT,
ANY QUANTITY
OR
CONDITION.
SEND SAMPLE AND PRICE.
B. & O. ELEVATOR.
THIRD & W. FRONT STREETS,
CINCINNATI, OHIO.

MILLS FOR SALE.

FLOUR MILL for sale: Capacity, ninety barrels; price, twenty thousand dollars; half cash; profits over twenty thousand dollars the last two years. Address Crescent Land Co., 528 Main St., Winnipeg, Man.

MILL OF 35-BBL. capacity for sale. Also a six-room cottage with light plant and furnace in cellar. There are six lots with property. Price, \$3,700; \$2,000 cash, balance on easy payments. Do not answer unless you mean business. Address F. H. Fluent, Alexandria, S. D.

DAKOTA MILL for sale; 100-bbl. steam mill, running the year round. Also a large grain business in connection; we buy 125,000 bushels above our grinding requirements each year. Buy coal at \$2.75 per ton at mill. This is a snap for some one. Price, \$8,000; \$5,000 cash, balance at 6 per cent. L. & W. Sorenson, Sheldon, N. D.

MEMBERSHIPS FOR SALE.

PEORIA BOARD OF TRADE membership for sale. Address Peoria, Box 6, care Grain Dealers Journal, Chicago, Ill.

HAY WANTED.

NO. 1 TIMOTHY HAY, for eastern trade wanted. Write at once. G. W. Kennedy & Son, Shelbyville, Ind.

HAY AND STRAW WANTED on all roads. Liberal advances on all consignments. W. D. Jones, Buffalo, N. Y.

HAY WANTED—Consignments solicited. Drafts for 75 per cent of value honored. Prompt returns. R. L. Chenery, Richmond, Va.

HAY & STRAW WANTED:—top prices and prompt returns guaranteed. Gilbert Plowman & Co., 601 West 33d St., New York, N. Y.

WE WOULD cheerfully correspond with all Western shippers of hay. Address Dillenbeck & Miner, No. 11 New York Hay Exchange, N. Y.

HAY CONSIGNMENTS solicited. Will honor draft with bill of lading attached for three-fourths value. Prompt returns. S. T. Beveridge & Co., Richmond, Va.

C. H. SQUIER and Son Company will buy 25 cars of No. 1 Clover Mixed Hay for prompt shipment, via Union Line. Write or wire them, "Bourse," Philadelphia, Pa.

OUR COMMISSION, 50 cents per ton. It will pay you to send for our mkt. report. If you have straw to sell, quote us. E. K. Lemont & Son, 465 Bourse Bldg., Philadelphia, Pa.

HAY WANTED: No. 1 mixed, No. 2 & No. 1 Timothy. Pay highest market prices for above grades delivered f. o. b. cars, Washington, D. C. Clarendon Smith, 935 5th St., N. W.

HAY AND RYE STRAW wanted. Highest prices paid, consignments solicited for Greater New York Markets. (N. Y. office, 345 West 34th Street.) Michigan & Ohio Hay Co., Allegan, Mich.

HAY WANTED—Consign your hay to a firm who handles HAY exclusively, to get best results. Consignments handled in Minneapolis, St. Paul, Duluth. Liberal advances, prompt returns. R. W. Cassell & Co., 204 Corn Exchg, Minneapolis, Minn.

YOUR HAY
WILL GET
OUR
BEST SERVICE.
WRITE FOR
MARKET LETTER.
THE GALE BROS. CO.,
CINCINNATI, OHIO.

TIMOTHY HAY, choice No. 1 and good No. 2 wanted; also fancy clover mixed hay, any sized bales. Shippers can depend upon full market prices for same. We are strictly commission. Hay received on all routes. Write us. Address P. C. Lynch & Co., 8-12 Jay St., New York, N. Y.

LOCATIONS FOR ELEVATORS

FINE LOCATIONS for Elevators

On The Belt Railway of Chicago, (The Inner Belt). Ample car supply and competitive rates. Easy access to all Chicago roads. Address B. Thomas, Pres't, Room 13, Dearborn Station, Chicago.

ENGINES FOR SALE.

GASOLINE Engine for sale, 10-h. p. Temple Pump Co., 15th Place, Chicago.

DAYTON GASOLINE engine, 25 h. p., for sale cheap. Mertes Machinery Co., Milwaukee, Wis.

ONE STEAM ENGINE, 12 x 24 Slide Valve, for sale. W. S. McKinney & Co., 204 Dearborn St., Chicago, Ill.

VERTICAL GAS ENGINE for sale, 15 h. p. Walter S. McKinney & Co., 204 Dearborn St., Chicago, Ill.

CHARTER GASOLINE ENGINE for sale; 14-h. p., good as new. Horner Elevator & Mill Co., Lawrenceville, Ill.

A BARGAIN—A 25-h. p. Springfield gasoline engine, good as new. Will sell cheap. Address H. H. Shenck, Mannheim, Pa.

KEROSENE OIL ENGINES give better satisfaction. Send for catalog. International Power Vehicle Co., 56 W. Washington St., Chicago, Ill.

SECOND-HAND Gasoline Engine, 22 h. p. Standard make; will sell cheap on quick cash deal. C. A. N., Box 6, care Grain Dealers Journal, Chicago, Ill.

GASOLINE ENGINE FOR SALE—8 h. p.; used three months. Reason for selling, elevator sold. Price very reasonable. Stillman, Wright & Co., Berlin, Wis.

ADVANCE GASOLINE ENGINE, 13-h. p., for sale at \$425.00. If you want the best for the money, try the "Advance". Geo. D. Pohl Mfg. Co., Vernon, N. Y.

GASOLINE ENGINES for sale; new and second-hand; from 1 to 20-h. p.; in good running order. Globe Iron Works Co., 2419 University Ave. S. E., Minneapolis, Minn.

GASOLINE ENGINES for sale: One 20 h. p. Fairbanks-Morse; one 7 h. p. Charter. Both in good order. Address The Anchor Grain Co., 324 Flour Exchange, Minneapolis, Minn.

GASOLINE ENGINES for sale. Our prices reasonable. All engines warranted for 5 years. You will save from 25 to 50 per cent in fuel consumption with one of our engines. E. G. Hicks Gasoline Engine Co., 206 Nicollet Av., Minneapolis, Minn.

ALL SIZES of the high-grade Lammert & Mann gasoline engines for sale. Also several second-hand engines of other makes and in good repair at a bargain; write for description and prices. Lammert & Mann, 155-161 S. Jefferson St., Chicago.

FOR SALE—The following gas and gasoline engines: 60-h. p. Foos; 65-h. p. New Era; 15-h. p. Lambert; 7-h. p. Otto; 5-h. p. Fairbanks; 6-h. p. Webster; 4-h. p. Foos; 3½-h. p. Des Moines; 2½-h. p. Fairbanks. Backus Gas Engine Co., 22 S. Canal St., Chicago, Ill.

FOR SALE: One 10x14 Automatic Buckeye engine, in good running order; No. 1½ Blake steam pump, and one closed heater, two feet in diameter and 7½ feet high. If taken at once, cheap for cash. Address Farmers' Mill & Grain Co., Milnor, N. D.

ENGINES FOR SALE.

SECOND-HAND GASOLINE Engines at a bargain. One 9 and one 14 h. p. Otto; one 22 h. p. Foos; one 6, one 15 and one 25 h. p. Fairbanks-Morse; one 10 and one 18 h. p. Lewis; one 30 h. p. Webster. Write A. H. McDonald, 36 W. Randolph St., Chicago.

FOR SALE—One 25-h. p. simple J. I. Chase engine; one 15-h. p. compound J. I. Chase engine; one 12-h. p. simple Advance engine; three J. I. Chase separators from 40-inch cylinder to 32-inch; four hole Adams sheller, gear or belt. All in good shape; will sell at a bargain. Aug. Schoepel, Ellinwood, Kan.

ENGINES AND BOILERS.

FOR SALE: One 15 h. p. upright boiler and engine, in excellent condition. Hoerlein, 3151 Cottage Grove Ave., Chicago, Ill.

DUTTON horizontal, tubular boiler, 75-h. p., full front, 60-ft. stack, sixty 3-inch flues, shell 54-in. x 16-ft. Excellent condition. Address C. E. Clippell, Vicksburg, Mich.

FOR SALE—37 horse power, slide valve engine, Jackson Mfg. Co., in good order, now running; 60-horse power Haxtun full front boiler, in good order; also small cast-iron feed heater. Price on application. CENTRAL GRANARIES CO., Lincoln, Neb.

FOR SALE.

One 16 x 18 150-h. p. Atlas Automatic center crank Engine, built three years ago.

One 60 x 16 tubular boiler without fittings.

One 60-h. p. New Era Gasoline Engine, a bargain.

One 11 x 15 35-h. p. Erie City Engine.

One 24 x 14 x 16 modern fire and burglar proof safe, good as new.

One five-ton wagon scale, new, never set up.

One 4½ x 2¾ x 4 duplex steam pump. One 60-h. p. closed heater.

Write for latest stock sheet. O. S. Potter, Manufacturers' Agent, Toledo, O.

SCALES FOR SALE.

SCALES for elevators and mills; lowest prices. Chicago Scale Co., Chicago.

SCALES FOR SALE: Second-hand Railroad, Wagon, Hopper, Dormant, and Portable, refitted. Write for list. The Standard Scale & Supply Co., Ltd., Pittsburg, Pa.

FOR SALE—30 sets of 42,000-pound Fairbanks-Morse Compound Beam Hopper Scales, as good as new. Can furnish framing timbers with these scales. Prices on application. Trans-Mississippi Grain Co., 532 Bee Bldg., Omaha, Neb.

ELEVATOR SCALES—We make a specialty of wagon, portable, platform, dormant, hopper and warehouse scales. Send for our latest catalog of elevator scales. Osgood Scale Co., 305 Central St., Binghamton, N. Y.

RECEIVERS

who want to reach the regular grain dealers of the country use space in the GRAIN DEALERS JOURNAL.

SITUATIONS WANTED.

POSITION WANTED as buyer for some grain firm to run elevator. Seven years experience. Address Lock Box 15, Breda, Iowa.

POSITION as Manager of Country Elevator. Nine years experience; 29 years old; married; best references. Address Box 48, Burdett, Kan.

POSITION WANTED as auditor of line elevator company. First-class reference furnished. Address A. R., Box 2, care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as buyer for line eltr. co.; 8 years experience; will work reasonable to start; best references. State wages. Address Box 43, Cloverdale, Ia.

WANTED: By a grain buyer (with 7 years experience) a position either stationary or on the road. Address I. P. Box 5, care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as traveler on road, to solicit and buy grain for good grain firm, by honest man, four years' experience. Address E. C. Bergfield, Broadlands, Ill.

THOROUGHLY EXPERIENCED Elevator man desires position as manager of country elevator, or foreman of transfer house. Reference given and required. Address Low, Box 3, care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as bookkeeper in small town in eastern Illinois or western Indiana by a young, experienced grain man, familiar with coal and implements. Address Young, Box 6, care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by energetic, experienced grain man of ability, in the Northwest as traveling auditor for elevator Co.; solicitor for grain commission firm or track buyer for same. Unsurpassed recommendations from former employers. Address O. T. S., Box 6, care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of foreman in a country elevator; eight years' experience; can fill any place; can do your repair work; understand gasoline engine; a No. 1 all-around hand man; best of references. Address John F. Barnett, Indianola, Ill.

POSITION WANTED by young field-seed man; three years' experience in mixing and cleaning; also selling in city and on the road; A No. 1 references; good office man; can keep books and take charge of the correspondence. Salary, \$75 per month. Address Burt Wilcox, Box 6, care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED with receiving or shipping firm to buy or sell grain on the Board of Trade floor. Am thoroughly posted on all the different grades of wheat, corn, oats, rye and barley; also familiar with receiving and shipping business. Address G. M., Box 6, care Grain Dealers Journal, Chicago, Ill.

Results Follow The Ad

We have sold out. Your Journal did it.
McCREA & VLERBOME, New Holland, Ohio.

HELP WANTED.

GOOD MAN WANTED; one who fully understands the handling of machinery in a country elevator, and who is not afraid of work; steady position for right party. Address Plain, Box 6, care Grain Dealers Journal, Chicago, Ill.

HELP WANTED—By a large company operating a transfer house and a line of country elevators, a man thoroughly competent, and capable in every way to take charge of the Barley portion of their business, and handle same equally as good or better than competition. The field is large, with equipment and opportunity the best. To the right man it means a good future. In your answer give age, experience, references, and lowest salary you will accept. Address Pany Box 5, care Grain Dealers Journal, Chicago, Ill.

PARTNERS WANTED.

GOOD PARTNER wanted, with ten or fifteen thousand dollars capital to buy half interest in one of the best elevator and wholesale grain businesses west of the Mississippi River. For further particulars address Partner, Box 1, Care Grain Dealers Journal, Chicago, Ill.

MISCELLANEOUS.

WEEVIL killed quickly. Send \$1 for receipt for remedy. Money refunded if dealers who follow directions do not get relief. Box 314, Urbana, Ohio.

WRITE, WIRE OR 'PHONE KRAUS & APFELBAUM, COLUMBIA CITY, IND., WHEN YOU HAVE WOOL FOR SALE. Being large buyers of wool and supplying many large mills, we are in position to pay you the highest market prices at all times. It will be to your interest to write, wire, or 'phone us and we will send our representative to see you. Information as to market and outlook for the wool trade gladly furnished. Write us. Be friendly. Kraus & Apfelbaum, Columbia City, Ind.

MISCELLANEOUS FOR SALE.

AT A BARGAIN—20,000 feet of first-class rubber belt, all widths and plies; cut to any length; must be sold quick. Park Machinery Co., 222 E. Washington St., Chicago, Ill.

FOR SALE ON EASY TERMS: Three and Three-quarter (3¾) sections of the choicest farming lands in Assiniboia, Canada. Address W. R. Mumford Co., Room 430 Rialto Bldg., Chicago, Ill.

FOR SALE—2,400 ft. of second-hand 5-ply, 17½-inch wide rubber belt. 2,800 elevator buckets, 6 x 14½, four holes, with brace in center. Can furnish boots to go with this belt. Four steel pans, 168 in. long at top, 92 in. long at bottom, 60 in. deep. Prices made on application. Trans-Mississippi Grain Co., 532 Bee Bldg., Omaha, Neb.

The Value

of an "ad" is not measured by what it costs, but by what it pays the advertiser.

MACHINES FOR SALE.

ONE NO. 1 VICTOR SHELLER and one No. 1 Cornwall cleaner for sale; both good as new. Horner Elevator & Mill Co., Lawrenceville, Ill.

CORNWALL'S OATS CLIPPER, No. 65, as good as new. Run only one season, sold cheap if taken at once. Fred Rose, Brookston, Ind.

AS GOOD AS NEW—One corn shell-er, one large Howe platform scale; fine. Teuscher & Son Machinery Supply Co., 928 and 930 N. Second St., St. Louis, Mo.

SPECIAL BARGAINS in second-hand machinery. Write for Circular No. 19. We may have what you want or know where to get it. A. S. Garman & Sons, Akron, Ohio.

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The character and number of advertise-
ments in its columns tell of its worth.

Letters

on subjects of interest to those engaged in
the grain trade, and trade news items are
always welcome.

Entered at Chicago, Ill., Post Office as
Second Class Matter.

CHICAGO, ILL., MARCH 25, 1904.

SEED CORN not bot on the ear is not
bot right.

CARS continue scarce at some points
and shippers are still paying the bill.

BUCKET-SHOPS are to be taxed
\$1,000 a year if Montreal enacts the ordi-
nance now under consideration. Such a
move would surely be of profit to the city
and its citizens.

SOME country grain dealers are ex-
pressing fear that corn in cribs will not
keep. If it will not keep on the ear, in
the crib, what will it do when shelled
and put into a tight box-car?

THE CHICAGO Board of Trade has
voted not to permit the delivery of No.
3 corn at a penalty, but grain dealers
who have a good drier will deliver it fre-
quently, after they have removed the
moisture.

ENCOURAGE your farmer friends to
use superior seed grain and assist them
in obtaining same. It will help them as
well as your business. You cannot afford
to ignore this opportunity to promote
your own business.

RAILROAD COMPANIES which
have been unable to supply cars to would-
be corn shippers during the winter
months are now demanding that freight
on corn be prepaid. How careful these
rail carriers are of their own interests.
At times when cars are scarce they can-

not be convinced that grain will spoil, but
with the approach of spring months and
uncertain weather they quickly change
their opinion. How very fickle!

WILL you paint your elevator this
spring? Yes; well, bear in mind that 70
per cent of the cost of painting is for
labor in applying it, hence it is economy
of the first degree to select the most
lasting paint and thus obviate the neces-
sity of repainting next spring.

THE FIRST ROBIN is here and soon
will come a bewildering flood of contra-
dictory crop reports. When none are at
hand the speculators dig up some old
ones, as in the case of the Kentucky crop
report, which was sprung on the unpost-
ed public recently, fully two weeks after
it was issued.

THE METRIC system of weights and
measures has many points of advantage
over the great variety of measures now in
use, but the people are averse to chang-
ing. In Ohio and Indiana many grain
buyers use the cental in buying ear corn,
but not other grain. If it is a good thing
for corn, why not try it on other grains.

THE RECIPROCAL demurrage fever
has spread to Minnesota, where the St.
Paul Board of Trade has inaugurated a
campaign for the enactment of a law
providing for reciprocal demurrage. It
will not require much work to interest
the grain dealers of the state in the re-
form. Most of them will be glad to en-
list in the fight.

ST. LOUIS shorts who sought to es-
cape the responsibility of filling their con-
tracts have been denied relief by the
courts, hence must put up more money
for an appeal or settle at a very reason-
able price. Selling what you do not pos-
sess may be exciting, but often it proves
very expensive. What a poor opinion
the shorts would now have of Spencer &
Milliken had the corner collapsed as they
desired, and the bull speculators were
now supplicants at the bar for relief from
their own voluntary contracts.

MILWAUKEE'S Chamber of Com-
merce is likely to assume entire charge
of the grain inspection and weighing.
If the members have any confidence in
the committee which has had the super-
vision of such work during the last year,
they will surely accept its recommenda-
tion with open arms. As to the establish-
ment of an official sampling bureau, this
step seems necessary to obtain reliable
service in the matter of sampling in any
market. The Chicago Board of Trade
has seriously considered the establishment
of such a bureau and the Inspection Com-
mittee has recommended that all sampling
be conducted under the management of a
Board of Trade sampler. The sooner all
work of weighing, sampling and inspect-
ing grain in terminal markets is placed

in the hands of the grain exchanges, the
sooner will that work be conducted care-
fully and intelligently.

SEVERAL YEARS ago there were in-
corporated in many different states, com-
panies to manufacture grain-cleaning ma-
chinery, the holder of valueless letters
patent having licensed the different so-
called companies, to manufacture cleaners
under his patent. The latest scheme in
this line is promoted by a man with a
worthless patent on a worthless machine,
called a portable grain elevator. What
they are really interested in is in ob-
taining notes and cash for stock in local
companies, hence none of their machines
are placed on the market.

CHANGING PRICES bid for grain
during the day, because telegraphic dis-
patches convey the information that the
future option is higher, cannot be consid-
ered a sane practice. In no market does
the price of cash grain follow closely
that of the options. Then, too, the pay-
ing of different prices on the same day
causes much dissatisfaction among the
farmers who were paid the lower price.
The price in country markets should be
based solely upon the price of cash grain
in the terminal markets the preceding
date and never changed oftener than once
a day.

EXACTNESS is one thing sought by
the Chief Grain Inspector of the State of
Washington, who recently has decided to
act upon many suggestions for the inau-
guration of a system of dockage in that
state. The Chief Inspector, having had
no experience in the matter of dockage,
and wishing to be fair, has ordered a
number of small cleaning machines, to be
carried about by the inspectors for clean-
ing samples and determining the exact
percentage of foreign matter in the differ-
ent samples. That is the only sure way
of arriving at a correct dockage, and the
only right way. Docking by guess is just
as bad as grading by guess.

BUFFALO'S grain dealers seem dis-
posed to withdraw from the Chamber of
Commerce, principally because the man-
agers of the Chamber do not recognize
the needs of the city's grain trade. The
grain trade of Buffalo has attained pro-
portions that would seem to warrant the
dealers of that city in maintaining a sep-
arate organization, or at least an inde-
pendent organization within the Cham-
ber of Commerce, for protecting and pro-
moting the interests of the city's grain
trade. The men actually engaged in the
grain business in Buffalo are in an ad-
vantageous position to determine the
needs of the trade as well as what will
retard business, while the merchants en-
gaged in other lines, and therefore not
familiar with the grain business, cannot
be expected to make fair rules for grain
dealers. An aggressive and progressive

association of grain dealers would surely promote the interests of its members, more than has been done by the present Chamber of Commerce, which includes men engaged in all lines of business.

PRIVILEGE trading has been given a body blow by the Kansas City court of appeals, which declares that "The real object of the sale of the 'put' contract or the privilege it granted was not to contract for the actual delivery in the future of wheat, but was merely to speculate upon the rise and fall in prices. There must be an actual intention to deliver or receive the commodity and not an intention to simply settle the differences according to the fluctuations in the market prices of such commodity. The transaction, from its inception, contemplated nothing more nor less than a gambling in differences and it was therefore a stench in the nostrils of the law."

THE CANAL fever has spread to the Southwest, where a canal has been planned to extend from Pierre, S. D., down thru Nebraska, Kansas and Oklahoma to Galveston. The Missouri River, the Kansas, the Arkansas, the Red and other rivers, now much larger than the proposed canal, are to be ignored entirely, in order to get a direct route to salt water. Several branches will be extended from the main canal, not for the purpose of affording transportation facilities to the territory penetrated, but for the purpose of spending money. The promoters are confident that Congress will appropriate \$100,000,000 at the start. It looks very much like another case of water on the brain.

NEBRASKA'S state officials, having discovered that the bins of the grain elevators of the state contain little grain, on April 1st, have decided to assess grain-elevator men according to their capital and the average number of bushels in store during the year; the value of the grain to be arrived at by taking the average price per bushel. Few grain men supply all the needed operating capital to their business. The great majority are large borrowers from the local banks, hence it would not seem reasonable to tax their business on the basis of the amount of capital used. If the grain business is to be taxed, it should be taxed upon the actual value of the buildings used and the capital permanently invested.

BUFFALO is to have five free canal elevators, if a bill now pending before the state legislature becomes a law. The bill provides for the appropriation of \$5,000,000 for the erection of state grain elevators, to be used in transferring grain from lake vessels to canal boats. To start with, the amount appropriated is greatly in excess of that needed for handling the grain transferred from lake vessels to canal boats at Buffalo. Again

the state has no right to engage in the elevator business and, if the law provided that they should transfer to lake vessels and canal boats only, and not to cars, it would provide for a rank discrimination and hence be unconstitutional. The state's proper field for labor is in governing, not in serving its people.

SHIPPERS have so frequently expressed fear of the results of fighting carriers that with some it is becoming a nightmare, and they would as soon think of cutting their own throats as to sue for damages sustained, by neglect of carrier. It is gratifying and encouraging to find, occasionally, a shipper with nerve enuf to stand up for his rights. We have in mind a case recently compromised by the L. S. & M. S. R. R. A Chicago firm, Fyfe, Manson & Co., shipped several cars of corn via the L. S. & M. S., C. H. & D. and the C. & O. R. R. to Richmond. The corn was delayed two months in transit and, naturally, got out of condition, so that the shippers suffered a loss of \$1,300. They promptly filed a claim for damages, but the initial carrier refused to have anything to do with it, because of the delay having been occasioned by a blockade on the C. & O. Wearying of the dilatory tactics of the carriers' agents, the shippers took the matter before the Board of Directors of the Chicago Board of Trade and filed charges against the carrier's representative on the floor, asking his suspension until the claim was paid. This action brot the carriers to time and resulted in their paying the shippers \$1,000 in full satisfaction of the claim. There is no doubt whatever that carriers are clearly liable for damages resulting to freight, by reason of carelessness or neglect, and a settlement can generally be obtained if pressure is brot in the right quarter.

POLICY IN BUSINESS.

The grain dealer who persists in acting on impulse is very likely to meet with business reverses and discouragements, while the grain dealer who weighs carefully the interests of his own business, before acting, is quite sure not to steer his business into Disaster harbor. The man who acts on impulse commits many impolitic offenses as the result of his rash haste.

The man who operates a country elevator is supposed to have engaged in that line of business for the purpose of profit, but he knows that if he fosters a contempt or hatred of his competitor, profits are quite sure to take wings. The man who manages a business successfully must rise above his likes and dislikes and consider first, last and all the time, what is best to do in order to attain the highest degree of success for the business.

The dealer who ignores his personal

impulses is no hypocrite; he simply has discerned that the business cannot and should not be promoted for the satisfaction of his personal pique. The dealer who quarrels with a banker and then, in satisfaction of his supposed wrong, starts a competing bank, is not pursuing a policy which is designed to promote the interests of his grain business. He is merely seeking to avenge an assumed wrong and the banker is very likely to pay him back in his own coin. No dealer ever made satisfactory profits fighting a regular competitor, a fellow merchant, banker or farmer for the satisfaction of personal spite.

DEFINITE INSPECTION RULES NEEDED.

The agitation which has been waged recently in favor of making the lower grades of grain deliverable on contracts for No. 2 has, in some cases, met with a measure of success, and, in others, with absolute defeat. It does not seem probable that any section of the trade would be benefited by rules permitting the delivery of another grain at a penalty. The druggist or grocer who substitutes an inferior article for the goods asked for or ordered, is generally looked upon as a fraud and a swindler, but, of course, he commits the substitution without the knowledge of the buyer.

If it is earnestly desired to make changes which shall work a benefit to the entire trade, then let the ancient rules governing the grading of grain, which have come to us from the first days of grain inspection, be overhauled and the element of indefiniteness eliminated entirely from their verbiage. It is a very easy matter to determine, with mechanical accuracy, the exact percentage of moisture, dirt or foreign matter in a given sample of grain. Hence it seems wrong that the old plan of grading by guess should be continued.

The terms "reasonably dry" and "reasonably clean," by all means should be dropped from all grain inspection rules. They afford too great an opportunity for variation in opinions, as to what is meant. The English language affords ample terms to definitely describe positive characteristics of grain to admit of the different classes being described with minute exactness. The mechanical devices necessary to determine the percentage of moisture, dirt or foreign matter in samples of grain are very simple, inexpensive and easily obtained.

Until the rules are robbed of their indefiniteness, even the supervising inspectors and Appeals Committee must grade by guess, just as the track inspectors do. With grades explicitly described, shippers and buyers would not be in a continual dispute as to the quality of the grain delivered, and each would be able to form a positive idea as to the grain they were trading in. They could depend upon the transfer of grain of that quality and easily detect the slightest difference.

Asked— Answered

TO MEASURE HAY?

Grain Dealers Journal: What is the rule for measuring hay in the mow?—T. S. Gilliland Grain Co., Van Wert, O.

Ans.: Good timothy hay, when thoroly settled, says Ropp's Calculator, will take about 350 cubic feet to make a ton. If only partly settled, a ton will require 400 to 450 ft.; and 500 cu. ft. or over of new hay.

NEW AND OLD SEPTEMBER?

Grain Dealers Journal: What is meant by September new and September old wheat, as sold on the Chicago Board of Trade?—Harrison & Co., McKinney, Tex.

Ans.: The old September is considered a spring wheat delivery, tho the rules for years have permitted the tender of No. 1 and No. 2 red soft winter as well as No. 1 northern spring. Hard winter could not be delivered on contracts until last year, and then only at a penalty of 3 cents per bu., which discount proved to be excessive, as no tender of hard winter wheat under the changed rule was made until Dec. 21. This year the penalty was reduced to 2 cents per bu., to be paid by the seller to the buyer if he delivers No. 1 or No. 2 hard winter wheat.

The only difference in new and old September contracts is the difference in the penalty, which is 3 cents.

Whether the wheat delivered is of the old or new crop is immaterial.

SAMPLING AT MILWAUKEE.

Grain Dealers Journal: Replying to P. E. S. in your Journal of the 25th in relation to sampling at terminals beg to advise that the writer is undoubtedly laboring under some misapprehension in regard to the manner in which the track men sample grain. He states that the sampler merely plunges at the door. This might apply to the inspector, but not to the sampler. There are men here who have been sampling five to twenty years, and these you cannot call "mere boys." They are thoroughly experienced and know the value of going through a car thoroughly. These men are employed by old, reliable houses, who insist that care be taken in all cases, and their positions rely on the efficiency with which they perform their duty. There may be cases where the smaller or newer grain firms disregard the proper course, but this must not be looked upon as a detriment to all samplers. Is it not better that each house should employ its own sampler—the supervision and instruction of whom is in its own hands, than to have a sampling bureau in which strangers and "mere boys" are liable to be employed and to which grain receivers would have no supervision over in the sampling of their consignments?—Sampler.

N. G. WHEAT AT MINNEAPOLIS.

Grain Dealers Journal: In your column "Asked-Answered," S. E. Kerr asks "Why so much wheat inspects N. G. in Minneapolis, and later reappears in one of the standard grades?"

He errs in assuming that a large percentage of it does so reappear. Quite a percentage of it is sold for feed, and passes out of the city. A considerable portion being sweet and sound, but damp, is bought by the mills, mixed with dry wheat and ground. No doubt a small percentage of the N. G., which is sweet, but out of condition, is bought by the elevators, handled, mixed and loaded out in grades.

We do not feel that the inspection is faulty. The Inspection Department of Minnesota is, in our opinion, thoroughly competent and eminently fair. We all know that musty and bin burnt wheat is N. G., fit only for feed, and if mixed with good wheat spoils the whole. We also know that wheat which is not dry is N. G., even tho it be otherwise good wheat, but such wheat can, by handling and airing, be made dry. It would then be entitled to a grade and the Inspection Department would be unfair if it refused to grade it.—Yours very truly, L. D. Marshall, Minneapolis, Minn.

Detection of Sulphur Bleach.

The fact that it is impossible for the grain buyer to determine, even by the closest inspection, whether or not a certain sample of oats or barley has been bleached by sulphur, compels the careful investigator to resort to a chemical test.

It happens that the test for the presence of sulphur is one of the simplest in chemical science, so that the test can be made by any grain dealer who will provide himself with the two necessary chemicals and a few bottles.

Fill a half-pint or pint bottle, No. 2 in the engraving herewith, one-third full of the suspected oats or barley. Drop in a few strips of zinc, No. 5. Pour in water to almost cover the grain. Pour in enuf pure hydrochloric acid, No. 1, to cause gas bubbles to rise from the surface of the zinc. Wipe the mouth of the bottle dry. Cover the mouth of the bottle with a cap of filter paper, No. 4, turned down around the edges and secured by a thin rubber band around the neck of the bottle, No. 2. On the center of the paper cap place a single drop

of strong solution of lead acetate in water, No. 3.

After 5 or 10 minutes a dark brown spot, the color of a lead pencil mark, will appear on the lower surface of the filter paper, covering the mouth of the bottle, if the grain contains sulphur. If no sulphur is present, there may be an almost imperceptible stain, due to impurities in the chemicals or zinc.

The foregoing test is a very delicate one, and can be depended upon to show the sulphur in commercial samples of bleached grain even when the quantity present is infinitesimal.

The hydrochloric acid coming into contact simultaneously with zinc and sulphur generates an invisible gas known as hydrogen sulphide, which, when it passes thru the filter paper, forms with the invisible lead acetate the black compound known as lead sulphide.

The zinc can be used over and over again. The bottle, No. 2, should be well cleaned before each test. If no zinc is available, aluminum will serve as well or better. One pound of pure acid, costing 35 cents and one ounce of lead acetate, 15 cents, will suffice for 50 tests.

Purified oats are not to be condemned because they contain sulphur. On the contrary, the largest consumers of purified oats consider such oats as very superior to the same oats in the natural state. Large eastern buyers who have given purified oats a thoro trial claim to find the purified oats a better feed, and will buy no other. On account of the increasing demand from buyers, who know the oats they are using to have been purified, the elevator men who have been fortunate enuf to equip their plants with a purifier are able to sell all they can produce. Chicago elevator men are now hundreds of cars behind on orders for purified oats.

Sulphur does not injure the germinating quality of the oats seed. It is believed the percentage of germinating seed is as great for purified as for natural oats, with the important advantage in favor of purification as killing spores of smut that otherwise would greatly reduce the crop produced from the seed.



Chemicals for Tests of Bleached Oats.

Letters From Dealers

THREE GRAIN ON TWO CONTRACTS.

Grain Dealers Journal: Has it ever occurred to the champions of the so-called reform which is designed to provide for the delivery of 3 grain on 2 contracts that the buyer would frequently get what he could not use, even at a penalty?

It is all very well to make the option trade more attractive for the country shipper, but such a change would unnecessarily depress the price of his good grain, because the buyer would not be eager to take chances on getting what he did not want. Corn of recent crops has contained so much moisture that it could not be expected to grade, without first drying it. The inspection is, no doubt, more rigid than in years gone by, but that is due, principally, to the caution of the political inspectors, who fear that grain coming in may get hot and cause them trouble, while they would not hesitate to inspect a carload of black cats as No. 2 wheat, if they were sure it would be shipped to Florida.

If No. 3 corn were deliverable on No. 2 contracts, buyers would surely get the poorest No. 3 obtainable, hence they would soon be forced to pay very low prices whenever they did buy or bid for No. 2. It would also lend unmerited support to the bear element in the trade and give them an extra leverage to force prices down, a condition not desired by any one, either in the cash or option trade. Very truly, F. A. R.

CLEAN BILL OF LADING SUGGESTION.

Grain Dealers Journal: Some excellent recommendations were made by Sec'y Stibbens in his remarks at the recent meeting of the Grain Dealers' Union at Red Oak, Iowa, but I believe there was one point on which he erred. "The time has come," he said, "when the grain trade should demand a *clean bill of lading*, as that is the only remedy for short weights"; and in this he was ably seconded by F. M. Campbell, who added that he thought the matter should be taken up with other associations and their co-operation sought in obtaining legislation to that end. So far so good; but at this juncture Mr. Stibbens remarked: "I would suggest a little different line of action. The proper way would be to take it up quietly with the state association and have a bill introduced in the Iowa legislature which would give the needed relief."

Now, in saying this, I think Mr. Stibbens overlooked the fact that such a statute would apply only to shipments made wholly within the state of Iowa; whereas the bulk of the grain trade constitutes interstate traffic. The proper body, therefore, from whom relief must be sought is the Congress of the U. S.

Why would it not be practicable to offer a suitable measure as an amendment to the new Elkins Bill, S. 2436, when the latter comes up for passage? The latter is known officially as a bill "To regulate issue of bills of lading by railroads," so that such an amendment

could not be objected to as not being "germane." I understand, also, that the bill mentioned is certain to be favorably reported by the Interstate Commerce Committee of the Senate and will undoubtedly be passed—probably at this session. Why not ask Senator Cullom to offer a suitable amendment?—H. A. Keiser.

DEALER NEEDS FARMERS HELP IN REFORMS.

Grain Dealers Journal: I believe if the effort now being put forth by the farmers to build elevators of their own were used to aid the grain trade already established they would derive more benefit.

What the producer wants is not more elevators, but better accommodations for those who are established in business, such as reciprocal demurrage charges, track scales, prompt delivery of grain by carrier to connection lines, impartial inspection laws, etc.

It is an established principle of trade that business is done at the smallest profit along lines of least resistance; reduce these to a minimum and the profits will not be excessive. A little more unity and less antagonism between producer and grain dealer would be beneficial to all parties.—H. J. Aden, Raymond, Neb.

BEST ELEVATORS THE CHEAPEST.

Grain Dealers Journal: I note in the Journal of March 10, you say, "New elevators should not be erected until the man who pays the bill is satisfied that the house is strong enough to withstand all strains to which it will be subjected; that its equipment is up-to-date; that its plans call for all the needed lumber and no more; that its arrangement will facilitate its economical operation without any material increase in the fire hazard."

You could write columns on this question of elevator construction, and still there would be more to add.

I think you could continue this to the advantage of the owner and say, he should be sure the "foundation" for the building is wide enough, and strong enough, and be built of the right kind of materials, to withstand the crushing weight that it will be subjected to, and so placed as to overcome the heaving that "ought not to occur" when the ground freezes, and the only way to determine this is to know the nature of the soil that the elevator is built upon.

He should know that the timber work entering this should be of sufficient size to stand the strain; that the joist will not break or pull the work out of line when loaded; that the cribbing is of the width to stand all strains for the width and depth of the bins; that the machinery equipment is placed by a man who understands that kind of work, and will not get out of line by any settling that may occur, causing friction, loss of power and fire.

He might say this is up to the builder and he should know what is required, which is a fact, and any reputable builder will figure this all out and plan and start right, as he is educated to his business and knows exactly what is required.

You will find that the cause of elevators going to pieces is the fact, nine times in ten, that they were built by barn carpenters, having no experience in such matters; the foundation and timbers

would hardly carry the empty building. I can point out one such instance near home, Lattimer, Ia., and know the carpenter well. You published the facts at the time, with cuts of the building.

I presume the price has something to do with this kind of work, as the barn builder can underbid the experienced man, not on the *same plan*, however. It takes years of practice and actual work in elevator building in order to manage the construction, keep in line and up to date in modern methods. A "cheap" house is "cheap" at any price, and as all material is high, as well as labor, it is profitable only to build the best. Yours very truly, J. F. Younglove.

SHOULD ABOLISH DUPLICATE SEALS.

Grain Dealers Journal: In the last issue of your Journal, I noticed an article regarding the sealing of cars by shippers, and in this connection wish to say that the idea would be a good one under different conditions than now exist.

Every car that arrives at a terminal market must have its seals broken one or more times for sampling and inspection; consequently, the arrival of a car at unloading point with seals other than the original seals is not necessarily an indication that the car has been tampered with. Only an examination of the railroad records could determine that point.

Many of the railroad companies use duplicate numbered seals, which make it difficult for even the railroads themselves to determine the number of times a car may have been resealed, for the reason that one record may cover several resalings. This is made possible by the fact that often all the seals in a yard bear the same number and impression.

It appears to me, therefore, that the various State Grain Associations should bring pressure to bear upon the railroads to do away with the duplicate sealing system. At the last meeting of the Grain Dealers National Association at Minneapolis, resolutions were passed with that end in view. Why do not the State Associations take similar action and help along a good cause, thus enabling the shippers to seal their own cars to advantage, as suggested in your article?—F. M. P.

SOUTHERN MILLET PREFERRED FOR SEED.

Grain Dealers Journal: In view of the largely increasing production of millet throughout the Central and Western states it may be of advantage to your readers to call attention to the best sources of supply for seed. A. J. Pieters of the Department of Agriculture says that the German millet grown in Tennessee is more highly valued in the trade than that of the same variety from the North and West. It is generally believed by seedsmen that the more rounded seed from Tennessee, and a similar variety cultivated in Texas, will produce a better crop than the somewhat elongated Western product. At any rate, higher prices are willingly paid for Southern seed. Dealers not sufficiently acquainted with the different kinds of millet are sometimes imposed upon by having Western seed delivered to them at the price of Southern, and care should be taken to order only from houses with a good reputation to maintain.

Common millet is grown mostly in

Michigan, Wisconsin, Minnesota and the Dakotas; pearl millet, in Georgia, and Japanese millet in a number of states, without regard to geographical location. German millet, however, appears to be making the most progress, and good seed of this variety is eagerly sought by dealers in the territory above mentioned for distribution to the farmers.

If there are any reasons which make other varieties preferable, a favor will be conferred upon the trade by a statement of them.—S. O. R.

Seeds

Prospects for the sale of clover at retail at Roann, Ind., report T. J. Lewis & Bro., are not very good. Farmers are buying very sparingly.



Charles Counselman, Deceased.

Wm. G. Scarlett & Co., wholesale seed merchants of Baltimore, Md., are now occupying their new and commodious quarters at 729-735 Pratt St., and are again in their usual running order.

Seed oats imported from Kherson, Russia, several years ago, have given the following results at the Nebraska experiment station: The oats are light in color, small, numerous, have a very thin hull and weigh well by the bushel. The Kherson oat is a vigorous grower, has a short straw and matures early.

Seed imports into the Philippine Islands during the 10 months prior to November 1 amounted to 1,410 pounds of timothy seed and flaxseed; compared with 7,445 pounds of timothy seed and flaxseed, and 120 pounds of clover seed for the corresponding period of 1902, as reported by the War Department.

Seed receipts at Toledo for the week ending Mar. 19 were 5,255 bags; compared with 2,660 bags for the corresponding week of 1903. Receipts for the season have been 110,511 bags; compared with 91,085 bags during last season. Shipments for the week ending Mar. 19 were 4,570 bags; compared with 13,150 bags

for the corresponding week of last year. Shipments for the season have been 85,510 bags; compared with 97,944 bags for the corresponding period of 1902-3.

This season there has been a singular freedom from speculation in clovers, all things considered, and we think present market prices fully justified. We regret we cannot say the same for Irish Perennial and Italian rye grasses, but French-Italian, New Zealand and cocksfoot and meadow fescue will, we think, fully justify present prices.—London Corn Circular.

Spreading erysimum is a pest whose seeds once present are difficult to remove from clover seed. This pernicious weed was introduced four years ago at Zanesfield, Logan Co., O., and has spread over the entire farm. The stiff pods and stems of the plant are very annoying, while the seed supply ripened by the plant is very large.—Ohio Experiment Station.

Tests of 8 lots of seed corn recently were made by the Ohio Experiment Station. The corn had been carried thru the winter in different ways: In a large crib 6 ft. wide; overhead in crib spread out in a thin layer on the floor; and in a room where the temperature was from 60 to 72 degrees. Of the crib corn (selected ears) only 60 kernels out of a hundred germinated; of similar corn kept overhead in crib 81 kernels germinated; of that subjected to artificial heat 95 out of the hundred germinated.

Seed receipts at Chicago for the week ending March 19 were 1,696,215 pounds of timothy seed, 370,066 pounds of clover seed, 415,470 pounds of other grass seed and 32,930 bus. of flaxseed; compared with 965,560 pounds of timothy seed, 296,547 pounds of clover seed, 301,100 pounds of other grass seed and 63,000 bus. of flaxseed for the corresponding week of 1903. Shipments for the week ending March 19 were 1,079,805 pounds of timothy seed, 314,830 pounds of clover seed, 1,558,150 pounds of other grass seed and 24,610 bus. of flaxseed; compared with 2,268,000 pounds of timothy seed, 527,900 pounds of clover seed, 275,090 pounds of other

grass seed and 7,770 bus. of flaxseed for the corresponding week of last year.

Seed exports during the 7 months prior to Feb. 1 were 4,813,159 pounds of clover seed, 757,966 bus. of flaxseed, 7,649,675 pounds of timothy seed and other grass seed valued at \$223,306; compared with 9,229,678 pounds of clover seed, 3,781,543 bus. of flaxseed, 10,491,232 pounds of timothy seed and other grass seed valued at \$518,424 for the corresponding months of the preceding season.

Death of Charles Counselman.

Charles Counselman, who for many years has been engaged in the grain business on an extensive scale, operating both country and terminal elevators, died Mar. 20 at Virginia Hot Springs, after an illness of three months. Dec. 15 he was attacked by kidney trouble and went to Pasadena, Cal., where his illness developed into dropsy, and 10 days before his death he was removed to the Virginia springs.

Of Dutch ancestry, Charles Counselman was born in 1849, at Baltimore, Md., where he received a common school education. After studying law and a brief experience in a railroad office, his health was undermined, and he went west.

In 1869 he went to Chicago and for a short time did clerical work for Eli Johnson & Co., commission merchants. Then he began to sell oil and conceived the idea of selling oil from wagons, which was his first profitable venture, and enabled him to purchase a membership in the Board of Trade. Seizing the opportunities presented by the growth of the city's grain trade, Mr. Counselman soon was a commanding figure, operating country elevators at 150 stations and several large terminal elevators, one of them, at South Chicago, having a capacity of 2,500,000 bus.

For many years his interests were divided between the firms of Chas. Counselman & Co. and Counselman & Day, the former operating the elevators and conducting the cash grain business, while the latter firm conducted a brokerage business in grain, stocks and provisions, with private wires to the leading exchanges. On account of poor health A. M. Day retired two years ago, and the commission firm became Counselman & Co.

In the operation of his elevator business Mr. Counselman 20 years ago came into conflict with the Interstate Commerce Commission and emerged from the contest victorious. In recent years the burden of managing his ramifying lines of elevators under changed conditions has proved heavy, and when his Iowa manager gave way under the strain a year ago some of the elevators were sold and a corporation, the Chicago Grain & Elevator Co., was formed to operate the remainder. John J. Stream, who was associated with Mr. Counselman for 22 years, was made manager.

An example of Mr. Counselman's enterprise is furnished by the steamship company which he formed to carry grain from the great lakes to Europe thru the St. Lawrence River without transfer of cargo. After two trips the plan proved not a success and was abandoned. He was aggressive and industrious.

A portrait of Mr. Counselman is reproduced in the engraving herewith. His widow and two children, Edith and Charles, survive him.

Grain Trade News

CANADA.

Oak Lake, Man.—Leitch Bros. have improved their eltr.

Russell, Man.—The Lake of the Woods Milling Co. has placed a grain buyer at Russell.

Winnipeg, Man.—Frank Bragg, who has been accountant for the Northern Eltr. Co. for 10 years, died Mar. 10.

Toronto, Ont.—P. McIntosh & Son, manufacturers of cereal foods, contemplate the erection of a warehouse and 100,000-bu. eltr.

Owen Sound, Ont.—The eltr., malt house and dry kiln of the Eaton Brewing & Malting Co. burned Mar. 11. Loss, \$20,000, partly covered by insurance.

St. Boniface, Man.—The new eltr. for the Crown Eltr. Co. has been nearly completed and is one of the largest storage and cleaning eltrs. in the province.

Montreal, Que.—The Board of Trade has recommended the erection of another eltr. to the Dominion Transportation Commission, in addition to the one now being completed.

The C. N. Ry. intends to have a line opened to Prince Albert, Sask., by Apr. 1, and another to Edmonton before the first of next year, 100 miles of which will be opened by May.

Port Arthur, Ont.—The C. P. Ry., it is reported, intends building 18 new tanks in connection with its eltr. plant at Port Arthur, which will increase the capacity to 1,500,000 bus.

Winnipeg, Man.—One firm has become financially embarrassed thru the decline in wheat, and has been refused the privileges of the Grain Exchange clearing house. The liabilities are a few thousand dollars.

Lethbridge, Alta.—E. E. Thompson is breaking 6,000 acres of new land to be seeded to Kansas Turkey red winter wheat. A large acreage along the new line of railroad will be broken by settlers from Illinois.

Winnipeg, Man.—The C. P. Ry. will, until May 15, carry barley, red fye wheat, white oats, clover and grass seed, for seeding purposes only, at ½ current mileage tariff rates. This is between local stations on the central and western divisions, Whitemouth to Morley and Cowley, inclusive.

Montreal, Que.—The city council has practically agreed upon the proposition to tax bucket shops \$1,000 a year and is discussing a scheme to impose a tax upon the transactions of legitimate brokers also. A committee has been appointed by the Corn Exchange to discuss the matter with the mayor.

Port Arthur, Ont.—J. G. King has established a chopped feed factory to export to European markets and expects to find his market in Germany especially. He has investigated similar concerns in the east and finds that the material used is largely composed of waste from eltrs. which cannot compare with the material to be secured at Port Arthur, in fattening qualities. He has in-

stalled machinery capable of grinding 5 tons an hour.

Port Arthur, Ont.—D. D. Mann, vice-pres. of the C. N. Ry., states that the company intends building a grain "hospital" in connection with its terminal eltrs. at this point. The building will be equipped with machinery for the cleaning and treating of damaged wheat and will be ready for the next season's crop of grain.

The C. P. Ry. intends building 400 miles of track during the coming summer in the Northwest Territory. The Pleasant Hill branch will be extended 200 miles and 2 branches will be built from the Calgary and Edmonton line, one starting from Wetaskiwin and the other from Lacombe, each to be 25 miles in length. The Arcola branch will be extended to Regina, or about 115 miles.

Winnipeg, Man.—The Winnipeg Grain Exchange Clearing Assn. held its annual meeting Mar. 7, the first annual meeting to be held in 2 years, the assn. not having been in active operation until the last few months. The accounts of the assn. have been continued with the Dominion Bank of Canada. The following officers were elected: C. A. Young, pres.; W. J. Bettingen, vice-pres.; Capel Tilt, secy. and treas.; F. O. Fowler, mgr.

Winnipeg, Man.—The total receipts at eltrs. thruout Manitoba and the Northwest Territories for the past season were 31,040,856 bus. Shipments up to Mar. 1 were 21,962,397 bus., leaving 9,178,259 bus. still in store, as shown by the report of the grain commissioner, issued Mar. 21. Of the amount in store 1,159,388 bus. belong to farmers. The estimated amount still in the hands of the farmers and still to be marketed is about 4,500,000 bus. The amount inspected prior to Mar. 1 was 25,460,000 bus., with 21,962,597 bus. shipped, showing that the farmers have loaded direct 3,497,403 bus. These figures make no allowance for the amount used by country mills and for seed, and therefore do not represent the total crop.

CHICAGO.

Memberships in the Board of Trade are selling for \$3,700.

Vessel owners are refusing 17½ cents on oats to Buffalo, fearing labor troubles.

The annual sale of telephone privileges on the Board of Trade was held Mar. 24.

Roy Winters, who has been with C. E. Gifford & Co., has gone with R. G. Chandler & Co.

The request for an advance in the rate for selling car lots of wheat from ½ cent to 1 cent per bu. has been referred to the committee on rules.

Emanuel F. Rosenbaum, vice-pres. of the J. Rosenbaum Grain Co., sailed Mar. 15 from New York for a combined business and pleasure trip in Europe.

The Davidson Commission Co. incorporated, \$5,000 capital, to conduct a grain commission business. Incorpora-

tors, C. A. Winston, R. H. Wotner and C. H. Hamilton.

Whiting G. Press, who has been in the grain trade in Chicago for over 20 years, has sold his membership in the Board of Trade, and will retire from the grain business.

Fréd Grimsell, formerly connected with the grain trade of Chicago, has returned, purchased a membership in the Board of Trade, and will engage again in the grain business.

The proposition to compel railroads to give a better bill of lading for grain shipments has been referred by the directors of the Board of Trade to the transportation committee.

Leander E. Murphy, who has been connected with the grain trade as a broker for 20 years, is dead. He had been unable to attend to business for the last 6 years because of ill health.

The directors of the Board of Trade indorsed the Mann bill at its meeting Mar. 22. The bill provides for the lowering of the tunnels in the Chicago river. The bill is now before Congress.

Shippers are still unable to get all the cars needed to fill sales. Some Chicago shippers of oats and corn are hundreds of cars short, and are unwilling to sell more grain until orders on hand have been loaded out.

Wm. A. Barrell, who has been connected with the Board of Trade for 20 years, died Mar. 22 of pneumonia. He had been ill but 10 days. Mr. Barrell had been connected with Bartlett, Frazier & Carrington for 12 years.

Wright-Bogert & Co. incorporated, \$50,000 capital, to do a general commission business in grain, stocks and provisions. Incorporators, J. F. Wright, W. B. Bogert and Z. L. Smith. The firm is the consolidation of Wright & Taylor and W. B. Bogert & Co.

Theodore Schnell, senior member of Schnell & Son, died Mar. 22 of diabetes, aged 76 years. Mr. Schnell was a pioneer member of the Board of Trade, having become a member in 1868. He came from Germany in 1850 and shortly after the fire established a wholesale grain business on Randolph street, with his son, David C. Schnell, as partner.

Edw. W. Bangs, who was with Logan & Bryan, died Mar. 11, after an illness of only 3 days, caused by grip, which was complicated with heart trouble. Mr. Bangs had been on the Board of Trade for 39 years, was at different times connected with J. B. Hobbs and John T. Lester and took an active part in all movements of the Board.

If Chicago ever needed evidence as to the efficiency of its boys' school for crime—the juvenile court—it has it in the burning of a \$150,000 school house by three boys ranging in age from 8 to 10 years. Each boasts of his part in the crime and delights his companions in telling of what good times they will have in the John Worthy School, where they can meet "Skinny," "Reddy," "Slim Jim"—companions who have gone before and are now arrayed in suits "like letter carriers." The burning of 600 people in December was the result of the toleration of many infractions of the law, without the infliction of a penalty. The burning of the \$150,000 school house is the result of trifling with a gang of hoodlums, who, thru the leniency of the juvenile court were educated to disrespect the laws and the rights of

property. The juvenile court should change its name, or its policy, to conform with its name. As long as such a policy is pursued grain will be stolen from cars. The work of watchmen, detectives and the Grain Shippers Protective Assn. will be in vain.

The propositions to make No. 3 corn deliverable on contracts between the dates of Apr. 15 and Oct. 31, at a discount of 3 cents per bu., and to make No. 3 white oats deliverable on contracts the year around at a discount of 2 cents, were defeated by the members of the Board of Trade Mar. 23. Only 183 votes were cast in favor of the corn proposition, 578 against; and 198 for the oats amendment, to 563 against. The advocates of the change issued a circular showing that the percentage of No. 2 corn in 1903 was only 6, compared with 60 per cent 6, 7 and 8 years ago; and as only 6 per cent of his shipments to the Chicago market are of the contract grade the country shipper can not be expected to hedge his purchases by sales of what he can not deliver. Other good arguments in favor of the change were offered in the circular issued by the Nash-Wright Co., Nye, Jenks Grain Co., Calumet & Western Eltr. Co. and W. H. Merritt & Co. The opponents replied with a circular admitting that the change would enable the country grain dealer and owners of private eltrs. to fill their warehouses with corn during the winter and spring and deliver on contracts, but alleged the No. 3 corn would not keep in eltrs. during the summer. The signers of the opposition circular were: Pringle, Fitch & Rankin, Logan & Bryan, Ware & Leland, Walter Comstock, M. M. Schultz, John T. Sickel, Jas. Crighton, Bartlett, Frazier & Carrington, W. H. Lake & Co., Jas. Kidston & Co., Requa Bros., R. G. Chandler & Co., Chas. L. Raymond & Co., Irwin, Green & Co., Trego & Montgomery, Spencer & Denniston, Finley Barrell & Co., R. L. Lyon, E. W. Wagner, R. D. Richardson, Geo. T. Smith, R. M. Dean, E. H. Reed, Kneeland, Clement & Curtis, Knight, Donnelly & Co., C. H. Canby & Co. and Wightman & Neafus. To correct the impression that the opponents had industriously circulated, as the opinion of an attorney, that the proposed amendments were illegal, the advocates issued a third letter to members, showing the willingness of the state railroad and warehouse commission to change its rules to conform to the proposition, and making a strong appeal for support of a measure calculated to broaden the Chicago market, to place it on a competitive basis with other markets, and to solve the difficulties that have been the subject of protest by shippers to the Chicago market for years. This appeal was signed by: Nash-Wright Co., Van Ness Bros., Fyfe, Manson & Co., Edw. G. Heeman, Bentley-Jones Grain Co., W. R. Mumford & Co., T. E. Wells & Co., C. R. Clark, Eschenburg & Dalton and H. Hemmelgarn & Co.

COLORADO

Granada, Colo.—T. A. Kyle, of J. A. Kyle & Son, Shenandoah, Ia., has bot the eltr. and coal business of H. C. Jeffree and on May 1 will take possession.

Ft. Collins, Colo.—B. F. Hottel, of the Ft. Collins Milling & Eltr. Co., has announced his intention of paying the same price next year for macaroni wheat as is

paid for any other kind. His firm has discovered a process that he is sure will make it as valuable as any other kind for ordinary flour and on the strength of this has made this announcement and is trying to get the farmers in the vicinity of Ft. Collins to seed a large acreage.

ILLINOIS.

DeKalb, Ill.—L. H. Peny intends to re-enter the grain trade.

Plymouth, Ill.—Samuel Monk, of S. Monk & Co., is dead.—I.

Minier, Ill.—B. F. Quigg has become a partner in Quigg, Tanner & Co.

Monticello, Ill.—The Monticello Grain Co. has increased its capital to \$15,000.

Washburn, Ill.—Geo. Moschel is contemplating making some changes in his eltr.

Peoria, Ill.—E. E. White has accepted a position with the Calumet Grain Co. of Chicago.

Rowell Sta., Ill.—The Farmers' Eltr. Co. has increased its capital from \$6,000 to \$10,000.

Champaign, Ill.—Dryer & Burt will build a 30,000-bu. eltr. at Tipton station on the Frisco.

Bondville, Ill.—Staley & Hitch are tearing down their old cribs, preparatory to building an eltr.

Wyoming, Ill.—Garden & Parker have succeeded Jas. Parker in the grain and implement business.—I.

Rockford, Ill.—The plant of the Rockford Glucose Sugar & Refining Co. has been closed indefinitely.

Momence, Ill.—R. E. Roush is preparing to build a 10,000-bu. house at some point on the three I road.

Sinclair, Ill., Mar. 16.—Grain trade very dull at present; roads bad and farmers not disposed to sell.—T. U. Fox.

New Berlin, Ill.—Edw. Roesch has bot the eltr. of E. R. Ulrich & Son. Lewis & Beggs have bot the cribs and dump at Island Grove.

Brice, Ill.—A 40,000-bu. eltr. will be built by V. M. Marshall, who has let the contract to the Burrell Engineering & Construction Co.

Arenzville, Ill.—The new eltr. of the Beardstown Lumber & Grain Co. burned Mar. 11 with 26,000 bus. of corn. Loss, \$13,000; insurance, \$10,000.

Sidney, Ill.—Isaac Cole has let the contract to the Burrell Engineering & Construction Co. for the erection of a 30,000-bu. eltr. at Block station.

Byron, Ill.—Leslie Marshall has succeeded Marshall Bros., having bot the interest of his brother, E. O. Marshall, who will engage in other business.

Fairland, Ill.—The contract for a 30,000-bu. eltr. at Bongart station has been let by Henry F. Mooney, to the Burrell Engineering & Construction Co.

Allenville, Ill.—L. R. Smith & Co. have bot, for \$3,000, the eltr. of the Mattoon Eltr. Co. and have succeeded it. W. T. Farlow will have charge for the new owners.

Hermion, Ill.—The Farmers' Grain, Live Stock & Cooper Assn. incorporated, \$1,000 capital. The commissioners are John Bivans, W. A. Bogan, Jos. G. Moats and others.

Decatur, Ill.—W. L. Dumont, who has been connected with the grain trade of Decatur since 1875, died at Attica, Ind.,

Mar. 13, aged 54 years. Mr. Dumont has been in the grain business nearly all his life, having been in the employ of one of the large shippers on the Atlantic coast before going to Decatur.

Monroe, Ill.—The Eastern Will County Grain, Implement, Merchandise & Supply Co. incorporated, \$2,500 capital. Incorporators, Henry Stassen, Adam Holl and Theodore Knickrehm.

Laura, Ill.—The east eltr. of C. C. Davis & Co. burned Mar. 13 at 2 a. m. Loss, \$3,500; insurance, \$1,500. Cause unknown. He will rebuild at once. The house contained little grain.

Stonington, Ill.—N. A. Mansfield, formerly of Mansfield & Delaney, Niantic, has bot the eltr. of Otis McNelly. Mr. Mansfield will reside in Decatur, making that his headquarters.—C. A. Burks.

Winnebago, Ill.—The Winnebago Produce & Supply Co. incorporated, \$2,500 capital, to deal in grain, live stock, coal, lumber, etc. Incorporators, J. C. Smith, Frederic Brown and W. H. Randerson.

Carlinville, Ill.—C. R. Aden & Co. have let the contract for the erection of an eltr. on the site recently purchased from J. N. Hairgrove. The ground plan of the building will be 24x60 ft. and the main part 46 ft. high.

Washburn, Ill.—Brint Robbins has bot the eltr. formerly operated by C. A. Burnham and took possession March 1. He is remodeling it, lowering the driveway to ground level, putting in 3 dumps, instead of 2, a new scale, gasoline engine and almost doubling the bin capacity.

INDIANA.

Huntingburg, Ind., Mar. 16.—Wheat is safe thus far.—Star Mill Co.

Otterbein, Ind.—E. A. Hawkins is mgr. for the Otterbein Grain Co., which recently succeeded W. R. Breckenridge.

Washington, Ind.—D. H. Taylor has succeeded Jesse Goshorn, having paid \$3,000 for the warehouse and business.

Indianapolis, Ind.—Ellis Y. Shartle died recently, aged 63 years. He was formerly connected on the Board of Trade with the late Gen. R. S. Foster.

Freeland Park, Ind.—McEwan Bros. have bot the eltr. of G. W. Songer and will take possession July 1. Chas. and John McEwan will have charge of the eltr.

Raub, Ind.—An injustice was done James Ross in the Journal of Feb. 25. The James Ross, who forged the bills of lading was a resident of Manteno, Ill., instead of Raub, Ind., as erroneously stated; and Mr. Ross of Raub, Ind., had nothing to do with the fraud.

Roann, Ind., Mar. 18.—Business very quiet here. Wheat most all sold and balance held for \$1 to \$1.50, as prospects for the winter wheat are very poor, and it makes parties who have any wheat very bullish. About enough oats back for seed.—T. J. Lewis & Bro.

Kendallville, Ind., Mar. 16.—The prospects for the coming wheat crop are not promising; it looks very bad and, from what information we are able to get from our farmers, it is very badly winter killed. They say that they do not expect over half a crop and in a great many instances there will not be that much. Altho it is a little early, yet we do not doubt that our wheat is badly hurt in this section.—Campbell & Co.

Terre Haute, Ind.—Bartlett, Kuhn & Co. are installing a new corn drying pan in the Vigo Eltr. A building 40 x 50 ft. has been erected for the drier, which will have a capacity of 25,000 bus., and the plant will cost \$30,000. The Indiana Milling Co., in which Mr. Kuhn, of Bartlett, Kuhn & Co., is interested, is being removed to Terre Haute from Henderson, Ky.

Indianapolis, Ind.—Shippers of Indiana are forming a central organization to act as a unit in behalf of eight of the different state organizations interested in transportation. At a meeting in the Board of Trade Mar. 8 D. T. Bacon of the Shippers' Protective League was elected temporary chairman and C. B. Riley temporary sec. The next meeting will be held in Indianapolis at the call of the secy. The 25 representatives present were from all parts of the state, including Terre Haute, Fort Wayne, Peru, Middletown, Noblesville, Lafayette and New Castle. Better conditions will be sought thru legislation.

IOWA.

Chelsea, Ia.—Ed. Yeisley has a son.—X.

Worthington, Ia.—The J. Jaeger & Son Co. has succeeded S. Jaeger.

Rutland, Ia.—W. Entwistle, of Entwistle & Ferris, died Mar. 16.

Boone, Ia.—The Eli H. Doud Milling Co. will rebuild the plant burned Mar. 7.

Luverne, Ia.—Chas. A. Pfund has bot out the Clinton Grain Co. at Luverne.

Washta, Ia.—G. G. Stevens, of Clegghorn, has bot the eltr. of Williamson & Duart.

Buenavista, Ia.—J. P. Sweeney, of Holy Cross, is shipping grain from Buenavista.—I.

Des Moines, Ia.—A bill has been introduced in the legislature to abolish the railroad commission.

Edna, Ia.—A. E. Fickling has succeeded J. G. Tangeman as mgr. for the Edmonds-Londergan Co.

Cylinder, Ia.—The Canton Grain Co. has closed its eltr. for the season. The eltr. will be repaired before it is opened.

Bonair, Ia.—Fleming Bros., of Armstrong, have a 12,000-bu. eltr. at Bonair. It is equipped with a 4-h. p. gasoline engine.

Wallingford, Ia.—Edw. Stevens, of Clegghorn, has bot the eltr. of the Federal Eltr. Co., of Minneapolis, and has taken possession.

Elliott, Ia.—I am very optimistic as to the new crop. The ground is in splendid condition for a big crop of corn.—E. H. Van Schoiack.

Minden, Ia.—The D. Rothschild Grain Co. has completed the overhauling of its eltr. which was removed to the tracks of the C. & G. W. Ry.

Guernsey, Ia., Mar. 17.—Crops were almost a failure here last year. Feeders are taking the corn at about 50 cents per bu.—A. N. Drummond.

Stanton, Ia.—McCormick & Son will move their eltr. on account of the reconstruction of the C. B. & Q. R. R. at that point. They will put in a new gasoline engine.

Rockwell City, Ia.—The Rockwell City Farmers' Co-operative Society held its annual meeting Mar. 5 and the reports

showed a decrease in business of \$150,000 over the previous year.

Hawthorne, Ia.—R. J. Edmunds will move his two eltrs. $\frac{3}{4}$ of a mile, this being made necessary by the straightening of a curve in the track of the C. B. & Q. R. R., on which it is located.

Harris, Ia.—I have disposed of my grain, lumber and coal business to Morrow Bros., of Franklin, Neb. I received a large number of inquiries in answer to my advertisement in the Grain Dealers Journal.—A. C. Winterfield.

Reinbeck, Ia., Mar. 15.—Many farmers here are already out of corn and are shipping it in, paying from 45 to 50 cents per bu. for it. Oats very scarce and all will be needed for home consumption.—Moeller & Horstman.

Riverton, Ia.—F. E. Cowden, of Rankin & Cowden, has just returned from Texas, where he has been spending the winter, having gone south after an attack of lung fever last fall. He has been much benefited by the trip.

Clearfield, Ia.—A. R. Hill, mgr. of the Clearfield Eltr. Co., will take a 3 months' vacation about May 1 and take his family to Denver in search of health. The trip will be made in a covered wagon with a double team, instead of by rail, so as to get the full benefit of the open air.

Creston, Ia.—Gault Bros. have refused to sign a lease with the railroad company for the ground on which their eltr. is located, on the contention that the railroad company is required to furnish the site, under the laws of Iowa, and are awaiting the next move of the railroad company.

Corwith, Ia., Mar. 18.—Farmers have commenced sowing wheat, and, if the weather continues favorable, will begin sowing oats in about 10 days. Seed oats are very scarce in our vicinity, owing to the very poor crop last year; not many oats being fit to sow.—A. J. Doidge, agt. Moore Bros.

Bradgate, Ia., Mar. 16.—This station has marketed a very light oat crop this past season and most of it was very light in weight. The corn crop was light. We have brot in about 25,000 bus. of corn at this station and retailed it out to the farmers and feeders; expect to get in several more cars this season.—W. Lancaster.

Emerson, Ia.—W. H. Eaton will soon begin the erection of a new eltr., 48x40 ft., capacity 30,000 bus. Mr. Eaton contemplates a departure from ordinary eltr. construction in that there will be no flooring in his eltr., the bottom of the eltr. and the foundation being made all in one out of concrete. The idea is to prevent sagging.

Blairstown, Ia.—W. C. Yeisley admitted, Feb. 22, into full partnership, his son, George Washington Yeisley, who, weighing 9 pounds, is considered the heavy-weight of the firm. W. C. is not giving the business such close attention as heretofore, but walks around with a satisfied look. The firm is now known as Yeisley & Co.—X.

KANSAS.

Anness, Kan.—Grier & Peairs have succeeded J. A. Grier.—I.

Berwick, Kan.—A. D. Steele has bot the eltr. and succeeded A. C. Davis & Co.

Mingo, Kan., Mar. 15.—The crop outlook is not the best at this time.—R. D. Misner.

Halstead, Kan.—The Halstead Milling & Eltr. Co. will build a 30,000-bu. storage tank and a 20,000-bu. addition to its eltr.

Hargrave, Kan.—W. V. Lear, mgr. for the Farmers' Eltr. Co., recently purchased the entire town of Hargrave. He is also a merchant.

Oxford, Kan.—The grain eltr. at Oxford, which was built during the Farmers' Alliance craze, was blown over recently during a 75-mile an hour gale.

Salina, Kan.—The Pease Grain Co. has brot suit against Fred Leis to recover \$220 for failure to fill a contract. It is alleged Leis delivered the wheat to another dealer.

Hutchinson, Kan.—The Rock Milling & Eltr. Co., of Greatbend, has bot a site and will build a large cleaning and transfer eltr. to handle the grain from its stations west of Hutchinson.

Dana, Kan.—M. W. Chelf is building eltrs. at Dana, Dellvale, Calvert, Prairieview and Hoxie. He has a line of eltrs. along the Rock Island, with headquarters at Dana, but has just secured a site for an eltr. at Dana.

Powhattan, Kan.—J. H. Kinnear, who was reported in this column recently as about to build an eltr. on the Rock Island, is said to be a scooper and has no regular facilities for handling grain at Powhattan or any other station, and will not build.

Winfield, Kan.—The eltr. of Bartlett & Co. was closed Mar. 12 on a writ of attachment, but was released Mar. 14, V. R. Bartlett having given a bond of \$8,032. The attachment suit was brot by the Cowley County National Bank for the collection of \$2,270, at 10 per cent interest. The suit will be heard later.

Topeka, Kan.—Chief State Grain Inspector Radford has turned into the state treasury \$4,851, as fees collected by his department during Feb. Since the beginning of the fiscal year, July 1, the receipts of the grain department have been \$13,000 in excess of the expenses and Mr. Radford announces that there will be a balance to its credit at the end of the year.

KANSAS LETTER.

Concordia, Kan.—J. H. Cline has installed a new engine and boiler in his plant.

Coffeyville, Kan.—The Stuckey-Wilson Grain Co. is no longer in business at this point.

Asherville, Kan.—The Morrison Grain Co., of Kansas City, has bot the eltr. of M. L. Marshall.

Atchison, Kan.—The Cain Mill Co. is building an eltr. which it will equip with modern machinery with self-recording scale.

C. W. Lawless, who has been representing the Duff Grain Co., of Nebraska City, Neb., in the state of Kansas, has severed his connection with the firm.

Severance, Kan.—H. B. Dickerhoof, formerly in the grain business, is now in the oil fields in southeastern Kansas and expects to locate permanently in that section.

Agenda, Kan.—F. B. Fulton, whose eltr. was burned in Oct., is building a 20,000-bu. eltr. Owing to the new rule

of the Rock Island, compelling the erection of plants of not less than 20,000-bu. capacity on its line. Mr. Fulton delayed the erection of his eltr.

The following firms have lately identified themselves with the Kansas Grain Dealers' Assn.: Harrison Grain Co., Belleville; H. Wessells, Hanover; Geo. W. Davis, Brownell; H. Hanson, Price; McLeod & Hutchinson, Ellis; B. S. Dockstader, Osborne; R. W. Dockstader, Cawker City; W. F. Vawter & Co., Osborne; Solomon Valley Mill Co., Osborne; F. H. Hoerman, Linn; Blair Mill Co., Atchison; Cain Mill Co., Atchison.

Downs, Kan.—A very successful local meeting was held Mar. 3 by the grain dealers in the vicinity of Downs. Those present were: B. S. Dockstader, Osborne; R. W. Dockstader, Cawker City; H. A. Carleton, Cawker City; A. J. Denton, Leavenworth; F. W. Gaunt, Alton; Bandt Bros., Bloomington; Wm. Page, Bloomington; Ray McMillan, Downs; W. O. Nye, Downs; Bandt & Kohlbeisch, Harlan; W. C. Smith, Portis; Nash & Kaul, Glen Elder; E. J. Smiley, secy. of the Assn.

From reports received east of the 6th Principal Meridian, crops are in good condition and while there has been no material damage as yet in the western part of the state, must have moisture within the next ten days or material damage will result. The wheat over the greater portion of the state is backward, but with favorable weather from this time forward an average crop may be produced. Stocks of wheat in farmers' hands will not exceed 12½ per cent of last year's crop. Very little wheat is in the hands of country elevators. A few of the mills in the central and southern part of the state of Kansas have fairly good supplies, especially, Newton, Wichita and Wellington. Only a small proportion of the wheat remaining in farmers' hands is fit for milling.—A. D.

KENTUCKY

Frankfort, Ky., Mar. 8.—The wheat crop, owing to the drouth last fall and the late seeding, was in bad condition to stand the winter, and nothing but an early spring and a favorable summer could insure even a fair crop. Last year's seeding, compared with that of 1902, was 78 per cent, and the condition Mar. 1 was 54. Winter oats are nearly a failure over all the state from the same cause that made condition of the wheat crop so poor. The sowing in 1903 was 78 and the condition on Mar. 1 was 58. The prospects for the acreage of 1904 are that it will be equal to that of 1903. The barley seeding, compared with 1902, was 94 and the condition on Mar. 1 was 57. Rye seeding was 75 and condition on Mar. 1, 58.—Hubert Vreeland, commissioner of agriculture.

MARYLAND

Baltimore, Md.—The following have been elected as the arbitration committee of the Chamber of Commerce; Geo. T. Gambrill, C. C. Macgill, Wm. R. Hammond, Geo. Frame and J. M. Wharton, Jas. C. Gorman, Geo. S. Jackson, Chas. England and Wm. M. Knight were elected to represent the Chamber in the directorate of the Chamber of Commerce Building Co.

BALTIMORE LETTER.

A. E. Reynolds, President of the Indiana Grain Dealers Association, was a visitor on the Chamber of Commerce last week.

J. Hume Smith, of the late firm of Smith-Gambrill Co., is on an extended trip west, and before his return will visit New Orleans and Galveston in his private interests.

J. C. Gorman, President of the Chamber of Commerce, has returned from a western trip, during which he stopped at Mansfield, Ohio, to visit his son, Mr. Carvel Gorman.

The C. A. Gambrill Mfg. Co., whose Mill B was recently destroyed by fire, are arranging for an early rebuilding of the same. Work has already commenced on their warehouse on Commerce St., which will be pushed rapidly to completion.

At the last meeting of the Board of Directors of the Chamber of Commerce, Messrs. Jas. C. Gorman, Wm. M. Knight, Charles England and Geo. S. Jackson were elected members of the Board of Directors of the Chamber of Commerce Building Co. for the ensuing year. Upon these gentlemen will devolve much of the responsibility of rebuilding the Chamber of Commerce.

Considerable disappointment is expressed by members of the Grain Dealers National Association here, at the change of date to June, for the meeting of the Association in Milwaukee. It is claimed that in June no reliable opinion can be formed regarding the coming crops, and at that time of the year grain men are only able to bemoan their losses or spend the profits of the season then just closing, and very little business can be transacted or planned.

The differential rate contest is more complicated than ever, and for this reason may be nearer an end. Another cut in export rates from Buffalo went into effect March 21st, which is the tenth cut made so far. Up to this time there has been no material loss to the railroads, or benefit to the shippers, because there has been little or no grain at Buffalo for shipment since the rate cutting began. It indicates, however, the temper of the carriers in this matter, and is a notice that whenever final adjustment comes, it must be upon an equitable basis in order to be agreed to by all parties of interest. Baltimore stands squarely and firmly upon the Thurman-Washburn-Cooley adjustment of 1882, which was affirmed by the Interstate Commerce Commission in 1898, which gave this port 3 cts. per 100 lbs. under New York, and will agree to no compromise changing this relation. Philadelphia is in accord with this, and the two cities are working in a common cause.

Mr. Blanchard Randall, Ex-President of the National Board of Trade, was presented with a silver loving cup appropriately inscribed, as a testimonial of esteem, from the members of that body, on the open board of the Chamber of Commerce, Masonic Temple, on Thursday, 24th inst., at 1 o'clock. Mr. Randall served two terms as President of the National Board of Trade, succeeding the late Frederick Fraley, and under his administration that organization adopted many reforms and made substantial progress. It was to show appreciation of this that upon his retirement from office at the recent meeting of that body

in Washington it was decided to thus honor him. Many representatives of the membership of the National Board were present, and still more sent letters expressing the highest regard for Mr. Randall's personal and business qualities. Mr. H. S. Grimes of Portsmouth, Ohio, who was chairman of the committee to secure the testimonial, appointed a committee to make arrangements for the presentation, consisting of Morris S. Wise of New York, John W. Snyder of the Grain Dealers National Association, and Charles England of the National Hay Association. Mr. Wise made the presentation address, which was fittingly replied to by Mr. Randall.—B. M.

MICHIGAN.

Unionville, Mich.—J. H. Kemp & Co. have succeeded the Unionville Milling Co.

Belleville, Mich.—The eltr. of Walter A. Alban burned March 7 with some wheat, corn and oats and \$1,000 worth of hand picked beans. Loss, \$4,500; insurance, \$3,500.

Sanilac Center, Mich.—We have purchased a plant at Sanilac Center of E. Harenden and will go there Apr. 1. It was thru the elevators wanted column of the Journal that we made the purchase.—Greeley & Co., Arcola, Ind.

Lansing, Mich., Mar. 10.—Wheat suffered no injury during February in most of the counties thruout the state. In some of the most southern counties the majority of correspondents agree that some damage has been done; reports from the southern section, as a whole, are very evenly divided. The crop is now passing thru a critical period. The total number of bus. of wheat reported marketed in the 7 months prior to Mar. 1 is 2,981,805, which is 174,686 bus. more than reported marketed in the same months last year.—Fred M. Warner, secy. of state.

MINNEAPOLIS

Elevator operators and millers are making a strong demand on the railroads to abolish switching charges, claiming these charges are not exacted at other milling centers.

Herman Roff, a newsboy, was arrested recently for stealing wheat from the railroad yards. He pleaded not guilty and his case was continued. Wheat seems to be a favorite among small thieves.

The local hay dealers have selected Harry L. Elliott as official hay inspector and the National Hay Assn. is expected to confirm the appointment soon. His principal duty will be to secure samples of hay from each carload, label them and to display them where members of the assn. may inspect them. The headquarters for the hay trade will be established on the ground floor of the old Chamber of Commerce building.

MINNESOTA.

Rushmore, Minn.—The Skewis-Moen Co. has closed its eltr. for the season.—I.

Warren, Minn.—The \$5,000 eltr. owned by Parsons Bros., of Minneapolis, burned recently. The insurance is about \$2,500.

Granada, Minn.—The Way-Johnson-Lee Co., of Minneapolis, has bot the eltr. of Henry Rippe and will take possession Apr. 1. Henry Winzenberg will be retained as mgr.

Huntley, Minn.—The Wohlheter Eltr. Co., of Fairmont, has bot the eltr. of A. A. Williams.

Albert Lea, Minn.—A. C. Sorenson is buying on joint account with the W. W. Cargill Co.

Duluth, Minn.—The delivery of No. 2 northern wheat on contracts at a penalty is proposed.

Hancock, Minn.—The Hancock Market Co., recently incorporated with \$5,000 capital, will build an eltr.

Duluth, Minn.—The Board of Trade has requested Senators and Representatives from Minnesota to support the Quarles-Cooper bill.—I.

Winona, Minn.—J. F. Powers & Co. have made an assignment. It is alleged that the firm speculated in grain and was on the wrong side of the market. Liabilities, \$36,000; assets, \$7,000.

St. Paul, Minn.—At a meeting of the Minnesota Farmers Exchange recently it was decided not to affiliate with the \$50,000,000 national exchange which was formed Mar. 1 at Omaha. Sensible.

Glenwood, Minn.—The Prairie Eltr. Co. intends building 12 or 14 eltrs., of about 30,000-bu. capacity each, on the new branch of the Soo road which extends from Glenwood to Emerson, Man.

Sletten, Minn.—Suit has been brot against John D. Knudson, formerly mgr. of the Farmers' Eltr. Co., by N. J. Nelson, as trustee of the company. The suit is to recover \$1,000, which it is alleged was expended in an improper manner.

Morgan, Minn.—The Morgan Farmers' Eltr. Co. incorporated, \$10,000 capital. No decision has been made as to building an eltr., as the Western Eltr. Co. has offered to sell its eltr. to the new company for \$3,000. A. P. Metag is pres. of the new company and F. E. Davidson is secy.

Woodlake, Minn., Mar. 11.—Considerable wheat was moved during February owing to high price, but the price being off and the roads very poor there are practically no receipts here. Not much more grain will be marketed at Woodlake until after seeding. Farmers are expecting higher prices for wheat.—W. N. Cayott.

Osseo, Minn.—The McHugh-Christensen Co., of Minneapolis, has brot suit against the station agt. at Osseo, J. J. McCormick, for the return of \$480 which was given to McCormick to buy grain. Mr. McCormick was bonded to the Minneapolis house and was given this money to buy grain. While he was in Minneapolis his residence was burned and with it the \$480. The suit is against Mr. McCormick's bondsman also.

Winnipeg Junction, Minn., Mar. 14.—Farmers in this part of the county will put in every available acre to wheat this spring. They feel assured of a good crop on account of the abundant moisture in the ground when it froze up last fall. The plowed fields are frozen to a depth of from 10 to 12 ft., which will help to hold the moisture until late in the summer. The acres of flax sown this spring will be about 70 per cent less than last year on account of the low price last fall. Of the last year's crop 25 per cent is still in the farmers' hands and they will not dispose of it until May or June.—H. E. Diemer, agt. Dakota Eltr. Co.

MISSOURI.

Silex, Mo.—Crider & Mudd have succeeded E. I. Crider.

Lamar, Mo., Mar. 11.—Wheat is looking fine. A large acreage of oats is being sown.—O. D. Wenger.

Kansas City, Mo.—The Missouri Pacific will build 42 miles of switch and storage tracks at Kansas City the coming year.

Kansas City, Mo.—The Hinds & Lint Grain Co., which was organized to build an eltr. at Atchison, Kan., contemplates the purchase of an eltr. at Kansas City.

Kansas City, Mo.—The Southwestern Eltr. Co. incorporated, \$25,000 capital, to operate grain warehouses and eltrs. Incorporators, N. H. Hand, C. S. Pitkin, H. T. Mulhall, C. H. Hodge and C. A. Gurley.

Kansas City, Mo.—R. J. House & Co. are erecting an eltr. and feed mill. Skillen & Richards Mfg. Co. are furnishing the power grain shovels, friction clutches and special machinery for the eltr.

Kansas City, Mo.—The circuit court of the western district of Missouri has decided against the Christie-Street Commission Co., an alleged bucket-shop, in its suit to recover taxes on grain and stock transactions paid to the federal government.

Kansas City, Mo.—Put and call privileges were decided by the court of appeals Mar. 7 to be gambling. The court said the sale of a put is not a contract for the future delivery of wheat. The suit was between W. S. Lane and the Logan Grain Co.

St. Louis, Mo.—The injunctions obtained by 8 firms restraining the Spencer-Milliken bull pool from forcing a settlement of the December wheat deal at 92 cents were dissolved Mar. 14 by the circuit court. Those who would accept profits when the market moves in their favor must expect to pay the loss when the market goes against them.

St. Louis, Mo.—Nathan Cole, founder of the grain firm of Cole Bros., died Mar. 4 of apoplexy, aged 78 years. Mr. Cole was a member of the Merchants' Exchange and was at one time pres. He served one term as mayor of St. Louis and was at one time a member of Congress. Mr. Cole retired from business 15 years ago.

St. Louis, Mo.—The board of directors of the Merchants' Exchange has approved the recommendation of the committee on market reports in favor of exchanging market reports with Kansas City. The report of the legislative committee, recommending the approval of H. R. bill 7871, has also been approved. This bill provides for the regulation of telegraph and telephone companies, with reference to their wires being used to promote gambling.

NEBRASKA.

Elba, Neb.—E. M. Brass will remodel his eltr. this summer.

Omaha, Neb.—The S. A. McWhorter Co. has succeeded McWhorter, Hollinger & Sunderland.

Alda, Neb.—H. A. Gallup is shipping grain from this station but has no regular facilities for doing so.—I.

Elgin, Neb.—The new eltr. being built by W. F. Hammond will cost \$6,000. It

will be of crib construction, 28x42 ft., with engine room adjoining. A gasoline engine will be installed.

Omaha, Neb.—The Exchange Grain Co. has been organized by A. B. Jaquith and G. E. Barnes and will do a cash grain business.

Sterling, Neb.—Cooper & Linn, of Humboldt, have let the contract for the erection of a 35,000-bu. eltr. to take the place of the old eltr.

Virginia, Neb.—A second suit has been brot in the supreme court by the Farmers' Eltr. Co. to compel the Kansas City & Northwestern R. R. to construct a side track to its eltr.

Omaha, Neb.—Present local and proportional rates do not permit the dealer in grain at Omaha to ship to the best markets. When a car must be delivered to a point on the same line on which the shipment originated the number of buyers for that car is limited.

Omaha, Neb.—The new option firm of Sunderland & Updike has entered the business at Omaha. W. C. Sunderland was formerly with McWhorter, Hollinger & Sunderland, and Mr. Updike was connected with the Updike Grain Co. The new company will do a general commission business in grain and stocks and are correspondents of Bartlett, Frazier & Carrington, Chicago.

Norman, Neb.—The Farmers' Business Assn. is conferring with the Burlington road for a site for the erection of an eltr. The company has offered to buy either of the 2 eltrs. now being built at Norman, offering \$3,000 cash for one and \$3,500 cash for the other, or will lease them at an annual rental of \$350 and \$400; but these offers have been rejected by the owners and the farmers' company intends building an eltr. if it can secure a site from the railroad. Anton Anderson is pres. of the company and Henry Youngson secy.

NEW ENGLAND.

Fitchburg, Mass.—The 100,000-bu. eltr. for the J. Cushing Grain Co. has been completed. The house is 72x55x100 ft.

Boston, Mass.—The Wm. S. Hills Co. has discontinued its grain and feed department and will remove to its warehouse in the south end.

Boston, Mass.—Henry Jennings and J. D. Fulton have organized the firm of Jennings & Fulton and will do a general grain business. Both are well known in the grain trade and have had a long experience in the business. Mr. Fulton was formerly with the Wm. S. Hills Co.

NEW JERSEY.

Mount Olive, N. J.—The R. Stephen Co. incorporated, \$30,000 capital, to deal in grain, cereals, etc. Incorporators, Frederick W. Salmon, Mount Olive; Will A. Seward, Buddlake; Abram A. Cortelyou, Neshanic.

NEW YORK.

New York.—The Standard Milling Co. will build an 80,000-bu. eltr.

New York.—Gilbert Plowman & Co. have succeeded Gilbert Plowman.

Buffalo, N. Y.—The Chamber of Commerce contemplates readjusting rentals to a uniform rate of \$1.10 per foot for rooms containing less than 400 square

feet, and \$1 per foot for larger rooms. In many cases the new schedule increases the rental of offices.

Smiths Basin, N. Y.—The Geo. W. L. Smith Co. incorporated, \$10,000 capital, to deal in grain, coal, etc. Incorporators, Geo. W. L. Smith, Alfred H. Smith and Celina B. Smith.

New York.—The eltr. to be built by the Hecker-Jones-Jewell Milling Co. will have a capacity of 400,000 bus. of wheat, and machinery for grinding 8,000 barrels daily will be installed in the mill.

Albany, N. Y.—Capt. W. C. Clark has prepared a bill appropriating \$5,000,000 to erect state grain eltrs. at Buffalo "to prevent railroad extortion and combination against the trade and commerce of the state."

New York, N. Y.—The agitation of the question of differentials claimed by southern seaboard points is exposing the weakness of New York's claim for the abolition of the differential. The New York Journal of Commerce says that New York roads should revise their contracts with their western connections by prorating, not on the rate less the 3c lighterage charge, but on the total rate, including the lighterage charge. If they will not do that, then they should name a rate to Jersey City or to the New York terminal of the New York Central ex-lighterage. This would enable shippers to do their own lighterage, which, it is asserted, they could do much cheaper than 3c per hundred. In other words, it is asserted that grain should be delivered direct to steamer at the Jersey City eltrs. and at the West Shore's new eltr. at Weehawken when finished—at 3c below the New York lighterage rate. This would in itself place New York, so far as full grain cargoes were concerned, on as favorable a basis as its competitors, providing the New York railroads dealt as liberally in the matter of eltr. charges as their competitors to the outports.

New York.—The directors of the New York Board of Trade and Transportation, at a special meeting Mar. 18, adopted the report of the committee on differentials, in part as follows: The arbitration of this question is the submission to others of the power to fix for us a rule, by which we shall be bound, which shall determine arbitrarily how much of the commerce that is naturally tributary to New York, and if coming to New York would enrich our own people, shall be artificially diverted to other cities for the benefit of the people of those cities, and to our loss. We are asked to favor an arbitration when, in our opinion, there is nothing to arbitrate. The trade that comes to us by nature and as the result of our enterprise and sacrifices is ours by right. Shall we again put the shaping of our future in the hands of others, who, to serve the requirements of arbitrators, must have no interest in us? Rather shall we stand invincible upon our natural and acquired advantages and demand that the railroads which terminate at this port shall be free and untrammelled as the Erie Canal, and that they shall be so operated, as the Erie Canal has been, that the great advantages they possess in the ability to carry cheaper than the railroads to other cities shall bring the legitimate fruits of such conditions to this city and to themselves. Resolved, That we fully indorse the position taken by the New York Central Railroad, the Delaware, Lackawanna & Western Railroad, and the Erie Rail-

road, that there shall be no discrimination by differentials or otherwise against New York in favor of other Atlantic seaports."

BUFFALO LETTER.

The addition of the Washburn-Crosby mill to the Buffalo district is now followed by that of the Banner Co.

Dudley M. Irwin sailed for Europe Mar. 15. J. H. Rodenbaugh and family, who sailed Mar. 8, have reported all well at Gibraltar.

The effort to renew the eltr. pool has been laid aside till April, as it now appears, though it will be a very live issue at that date, for it regularly expires then. It was reported this week that there was no appearance of another meeting till about that time.

Canal men are anxious to see the railroads come to an understanding on rates before long, as they are not able to make any sort of a grain rate till the war is over. It is about time that the spring rates were made all round and it is hoped that the roads will come together soon, differential or not.

The harbor eltrs. report a heavy drain on their grain stores, in spite of the car shortage, and about a quarter of the Duluth wheat disappears every week, which makes the millers a trifle anxious. As a rule they are well supplied, but some are a little too short. The Banner mill is building a new eltr. for use as soon as the lakes are open.

The completion of the making of the Buffalo eltrs. regular for carrying grain for futures on the New York Produce Exchange is expected to follow with the return of Yale Kneeland from Europe, as he is chairman of the committee having it in hand. Buffalo members of the trade are letting the matter rest till New York takes it up again.

A point that will have to be settled soon is the division of earnings for shoveling grain. The eltrs. are putting in Ogdensburg pneumatic shovels and ought to be given something for that. The invention will cut off a lot of scoopers and they will not feel much like dropping off without a protest. So far not much appears to have been done to reach an understanding and there is fear of trouble.

The grain trade is, open to congratulation on its success in getting the roads to agree to the plan of issuing bills of lading as soon as the grain is ready to ship and standing all charges that accrue after that. One or two of the roads have entered the agreement and the others can hardly afford to stay out of it. This is a great advantage to the trade and it ought to oblige the roads to improve their systems so that their loaded cars could be earning something instead of standing about idle.

The railroads' bad practice of leaving their cars about so promiscuously is complained of by the Chamber of Commerce inspection department. It is not enough for one road to have 4 widely separated yards in the city, which it makes no effort to report from direct, but it is leaving cars so far down the line that the inspectors are now going as far west as Brocton, 50 miles, to do their work. The run of car grain is now large, inspections for the past fortnight averaging about 120 cars a day. The wheat trade is practically dead, but corn and oats are flush. Corn still comes in all sorts of condition and there is a certainty of trouble as soon

as the weather warms up, for some of it is now sour and moldy.

A few days ago there appeared over the name of the superintendent of the building a request that tenants give up the practice of subletting desk room in their offices, as there had been complaint on the part of members of the grain trade who were renting entire offices and did not think it fair to be obliged to compete with others who paid very little rent. At once the people who were subletting space and some of the others took the matter up and the complaining from that side cast the former complaints away in the shade. There is even a move to get up a new Exchange, but it will hardly happen, though it may drive the management out of the position it has taken. Pres. Brown was away when the policy was evolved and says he does not favor it.

The grain dealers on 'Change have been canvassing for some time an exchange of their own, separate from the Chamber of Commerce, as some of them feel they are too much restricted by the rule of a body so largely composed of men in other branches of business. Some late occurrences also urged them on and made them uneasy. The move was strongly urged by such influential members as Charles Kennedy and Riley C. Pratt. On the night of Mar. 22 a meeting was held at the Ellicott Club that resulted in a preliminary plan of organization, though no name was selected. Mr. Kennedy was made chairman; R. W. Searle, sec., and E. T. Washburn treas. of the temporary organization, and an organization committee, composed of Chairman Kennedy, L. S. Churchill, Riley C. Pratt, S. M. Ratcliffe and E. T. Washburn, was named. The meeting was attended by S. W. Yantis, L. S. Churchill, Riley Pratt, Charles Kennedy, C. P. Wolverton, George Watkins, George C. Bartlett, M. P. Ryley, W. G. Heathfield, E. T. Washburn, T. J. Stoffer, B. J. Burns, H. M. Barker, E. M. Husted, H. T. Burns, S. M. Ratcliffe, L. E. Harmon, R. W. Searle, O. G. Spann and C. F. Rockwell. Other charter members who were not present at the meeting are C. H. McLaughlin, H. D. Waters and Frank S. Elder. A corporation with \$50,000 capital is contemplated and membership will cost \$1,000, with \$200 annual dues. Present trading or grading rules are not to be changed. The question of quarters was not taken up at the meeting. Of course there are those who strongly oppose the move. Some fear that it will weaken the present Chamber of Commerce, though there will be an effort to retain the grain assn. on the floor of that building as before. It is said that not much can be done till next year, as most of the dealers have offices leased in the building for another year. Again, it is called a move to squeeze out the small dealers by the increased expenses, and one man sees in the new organization an antagonizing of the railroads and eltrs., which he considers a mistake. All of this will be proven one way or the other as the undertaking proceeds. If it proves an added strength to the grain trade of Buffalo nobody ought to find any fault with it.—J. C.

NORTH AND SOUTH DAKOTA

Granville, N. D.—Lyman & Smith have succeeded Lyman & Webb.—I.

Springfield, S. D.—Eugene Colburn has succeeded Morgan & Colburn.—I.

Brinsmade, N. D.—The eltr. of the Peavey Eltr. Co. burned Mar. 12.

Westhope, N. D.—The Imperial Eltr. Co. has bot the eltr. of Helgerson Bros.

Westhope, N. D.—Nels Lien has charge of the new eltr. of the Atlantic Eltr. Co.

Newport, N. D.—The Robinson Eltr. Co. is contemplating the erection of an eltr. this spring.

Valley Springs, S. D.—The Hubbard & Palmer Co. will build a larger eltr. to replace the present house. W. H. James is mgr.

Fargo, N. D.—The meeting of the farmers' independent grain companies recently was a failure owing to the absence of the promoters.

Rowena, S. D.—The Sleepy Eye Milling Co. has let the contract for the erection of a 25,000-bu. eltr. to take the place of the one recently burned.

Worthing, S. D.—Wm. Bradshaw & Co. have installed a 10-h. p. engine to take the place of their 4-h. p. engine and enable them to run a feed mill.

Twinbrooks, S. D.—The Twinbrooks Eltr. Co. has been organized and a representative of the Bagley Eltr. Co. has offered to sell its eltr. to the farmers' company.

Mekinock, N. D.—The eltr. of the Duluth Eltr. Co., which burned Feb. 28, will be rebuilt at once. It contained 3,000 bus. of wheat, but the loss was nearly covered by insurance.

Northville, S. D.—The Sleepy Eye Milling Co., of Sleepy Eye, Minn., has purchased eltrs. at Northville, Houghton, Henry and Hecla, and intends buying eltrs. at 2 other stations.

Wessington Springs, S. D., Mar. 14.—Prospects for a large acreage of wheat being sown are good. Conditions are good for getting crop in in good season, which insures a good crop.—Tom Pendergast.

Brandon, S. D.—The eltr. of the American Grain Co. burned recently and it is suspected that the fire was of incendiary origin, as it was the second attempt to burn the eltr., and other buildings of the town have also been fired.

Wessington Springs, S. D.—Quite a good movement of immigration into this part of So. Dakota this season, and already every train carries more or less people from Iowa, Indiana, Illinois and Wisconsin to this part of the state. This is the most productive part of So. Dakota, as it is adapted to all kinds of farming and stock raising, and is being settled with a bona fide class of people who come here to make it their future home.—Tom Pendergast.

Wolsey, S. D., Mar. 18.—Farmers of Beadle county are well pleased with the results of the past season's crops. Wheat ranged from 15 to 25 bus. per acre. The quality was exceptionally good, nearly all going into market as No. 1 northern; and as the average price received for the crop is much above that of recent years, the result has been most satisfactory. The present outlook is for the sowing of a much larger acreage than for some time past. Oats were of exceptionally good quality and a fair yield. A good quality of corn was raised at perhaps an average of 25 to 28 bus. per acre. Local feeders consumed much the larger share of the corn that changed hands. The raising of spelz is a growing industry here, as our

farmers, especially our dairymen, are learning its value as feed.—J. S. Prose.

OHIO.

Creston, O.—Dwight G. Hay has succeeded Geo. H. Hay.

Osborn, O.—H. E. Frahn has bot out and succeeded C. D. McKee.

Louisville, O.—Gehman & Loutsenheiser will build a large grain eltr.

Polk, O., Mar. 14.—Wheat is not looking well at present.—J. F. Pllice.

Horton sta., W. Mansfield P. O., O.—John Bumgard, of Ridgeway, will build an eltr. at Horton.

New Carlisle, O.—J. F. Pllice, of Polk, has bot the eltr. of D. F. Detrick and will take possession about Apr. 1.

Polk, O.—E. S. Wickes is remodeling his eltr. for more and better business. He will install a new cleaner and gasoline engine.

Fremont, O.—R. G. Stull has let the contract for the erection of an 11,000-bu. eltr. Work will commence as soon as the weather will permit.

New Weston, O.—J. & J. Leas, of West Manchester, have bot the eltr. of O. F. Kimmel at New Weston, instead of at New Newton, as reported in this column recently.

College Corner, O.—Clyde S. Emrick, general mgr. and a principal stockholder of the Interstate Grain Co., has resigned to become secy. and treas. of the Cincinnati Grain Co., of Cincinnati.

Wooster, O.—Will Young and Grant Taggart, as Young & Taggart, have leased the eltr. of and will succeed Daniel Heller Apr. 1. Mr. Heller will retire from the grain and produce business.

No. Lewisburg, O.—The eltr. of Chamberlain Bros. contained about \$3,000 worth of grain, which was totally destroyed. The fire is supposed to have been started by a spark from a passing engine. Loss, \$8,500; insurance, \$6,000.

Sabina, O.—The Sabina Flour Mill Co. has succeeded Geo. H. Lloyd, grain dealer and miller. New machinery will be installed to increase the capacity of the mill to 100 barrels. W. E. Lewis is secy. and treas. and G. H. Lloyd mgr.

Chillicothe, O.—Thos. N. Marfield has filed a petition in involuntary bankruptcy. Liabilities, \$287,918.95. Assets, \$65. Marfield assigned in 1898 and these debts were contracted before that time. He claims that \$26,083.37 of the debts have been outlawed.

Franklin, O., Mar. 10.—The last few days have made a wonderful change in the looks of the growing wheat in this section. It seemed to be all killed until the 2 or 3 warm days and a shower we had, and now it seems to be coming out nicely, and I think with the right kind of weather from now on we can count on a good average crop.—C. E. Williams.

TOLEDO LETTER.

Toledo, O.—Edward H. Witker has been appointed executor of the estate of the late James Blass, the estate being estimated at \$10,000.

Port Clinton, O.—John Lungard, aged 60 years, foreman for many years of the E. M. True eltr., died Mar. 18 as the result of an attack of paralysis.

Elmira, O.—The Elmira Eltr. Co. was incorporated Mar. 17 with a capital stock of \$15,000. The incorporators are Eli

Short, Joel Wyse, S. C. Short, Andrew Weber and J. S. Rychener.

Toledo, O.—The Toledo & Western Railway Co. is taking the initiative in making its electric line a source of great benefit to the grain business thruout Northwestern Ohio and Southern Michigan. Within a comparatively short time a series of eltrs. will be built along the line all the way from Toledo to Adrian, Mich., a distance of about 40 miles. Already two eltrs., one at Metamora and one at Lyons, have been completed and are now full of grain. Recently organized companies will soon have eltrs. at Pioneer, Fayette and Morenci. It is possible that the Pioneer Eltr. Co. will erect two eltrs. Owing to the unfavorable weather since the first of the year, the railroad company has not been able to handle much grain. The scarcity of cars has also been a discouraging feature, but the time is not far distant when the transportation of grain will be one of the most important features of the freight traffic business of this line. So extensive has the demand been for cars along the line that Superintendent Franklin has had on his desk at one time as high as 75 orders for empties for the shipment of grain. The railroad has some cars of its own, but the demands are far above the supply. Cars are very hard to get and it is quite probable that the company will go into the market for a large supply of freighters within a short time.—D.

OKLAHOMA

Middleton, Okla.—B. O. Stephenson & Bro. have sold their eltr.—J. S. W.

Ryan, I. T., Mar. 18.—We need rain; it is very dry.—L. D. Wright & Co.

Middleton, Okla.—B. F. McCutcheon, of Forreston, Ill., has bot the eltr. of Stephenson Bros.

Elreno, Okla.—Grain inspection is to be established at Guthrie and Oklahoma City in addition to Elreno and Enid.

Enid, Okla.—The Goltry & Sons Grain & Lumber Co. incorporated, \$50,000 capital. Incorporators, U. M., C. W. and S. T. Goltry.

Piedmont, Okla.—The Piedmont Grain Co. incorporated, \$5,000 capital. Incorporators, C. D. Smith, D. K. Caldwell and Jos. W. Eads.

Enid, Okla.—The Enid Grain Co. incorporated, \$100,000 capital. Incorporators, R. B. Demmitt, H. D. Counts and John B. Linden.

Tonkawa, Okla.—The Cassidy & Fewquay Grain Co. incorporated, \$8,100 capital. Incorporators, Geo. M. Cassidy, Benj. W. Fewquay and Emil Hyde.

El Reno, O. T.—The El Reno Mill & Eltr. Co. expects to build new eltrs. on the line of the new railroad which is known as the Guthrie, El Reno & Western R. R. It has placed the order for the machinery with the Skillen & Richards Mfg. Co.

PACIFIC COAST.

Howell, Sta., Troy P. O., Idaho.—The warehouse of Kerr, Gifford & Co. collapsed recently, under the weight of the heavy snow.

Cottagegrove, Ore.—Hartung & Hansen, proprietors of the Cottagegrove Roller Mill, have bot the feed and grain warehouse of Ellidge & Higgins.

Tacoma, Wash.—The Northern Pacific Steamship Co. has sold its 3 steamers be-

cause the oriental traffic of the Northern Pacific Railroad has outgrown the capacity of the line.

Los Angeles, Cal.—The Los Angeles Hay Storage Co. incorporated, \$50,000 capital. The directors are D. P. Flory, W. M. Lord, W. Smith, W. R. Russell and J. Russell.

San Francisco, Cal.—Bolton, de Ruyter & Co. paid the remainder of their creditors Mar. 12, instead of waiting until Sept. 15, the date set for the final payment in the former agreement.

Seattle, Wash.—W. W. Robinson has secured the contract to supply 2,500 tons of oats for Philippine shipment from the north. His bid was 250 tons at \$27.90, 250 tons at \$26.75, 150 tons at \$26.40 and 1,000 tons at \$26.35.

San Francisco, Cal.—Kerr, Gifford & Co. have secured the contract to supply 2,000 tons of oats for the quartermaster's department. The contract calls for 500 tons at \$26.42½, 1,000 tons at \$26.68½ and 500 tons at \$26.85.

San Quentin, Cal.—The state grain bag factory at San Quentin is short \$70,000 on account of farmers last year not taking all the sacks they had ordered, choosing to forfeit their 10 per cent deposit. The mill has 4,000,000 bags on hand.

Dayton, Wash., Mar. 17.—This is strictly a blue, barley country, which practically all goes No. 1 brewing, a large part of which is exported. We have had an unusual amount of moisture this winter and crop prospects are good.—Jacob Weinhard, prop. Dayton Malt House.

PENNSYLVANIA.

Salunga, Pa.—B. N. Snovely, of Lawn, has succeeded H. H. Schenck, who has engaged in other business at Mannheim.

Sinking Spring, Pa.—Adam B. Krick, a retired grain dealer of Sinking Spring, died Mar. 10 from heart trouble, aged 67 years. His son, Wm. F. Krick, is a grain dealer at Sinking Spring.

Philadelphia, Pa.—Chas. F. Saunders, formerly head of the export department of Peter Wright & Sons, has been elected secy. of the Commercial Exchange, to succeed the late Armon D. Acheson. Samuel C. Woolman, a director, has been chosen to succeed Nathan Sellers as treas.

PITTSBURG LETTER.

M. F. Herron, for many years a well known grain dealer of this city, has purchased an interest in an Atlantic City hotel, and will leave for that famous resort shortly.

J. A. A. Geidel, of Geidel & Co., reports a car of corn shipped him from Jewel, O., out two months, and not heard from yet. The railroad officials appear to have lost all trace of it.

Retail dealers, and the public generally, have never been fully enough informed of the magnitude and importance of the business of the Pittsburgh Grain and Flour Exchange, which is one of the most active and wide-awake bodies of this section of the country. It is no uncommon thing for the transactions of a single day to aggregate 150 cars of hay, with other commodities in proportion, which is rather a large showing, especially for a city not generally regarded as a grain center.

General trade conditions may be summed up as follows: Shelled corn ar-

riving slowly, and wanted at full quotations. Ear corn strong and active, all arrivals being placed without trouble at full quotations. Millfeed dull and neglected, with arrivals liberal and demand light. Oats in heavier receipt than earlier in the month, and prices easier. Hay receipts have grown and are somewhat more liberal than they were two weeks ago, but the demand is urgent, and everything finds quick sale at quoted prices. Stocks in store are reported low. Straw continues barely steady, large receipts by river having affected rail prices.

The Central Eltr. Co., of this city, has taken a stand which has not endeared itself to dealers in grain who have been customers of that company. The rate of \$3 per car hitherto charged has been advanced to 20 cents a ton for weighing and transferring. It is stated that this rate will apply only on cars arriving in condition to be reloaded, but will not apply on cars which for any reason are not to be forwarded to points east of Pittsburgh. It is claimed by dealers here that this advance to almost double former rates is due to some trouble shippers have had with the eltr. company arising out of the fact that the latter concern found so many cars unfit for eastern shipment and threw them into storage, charging ¾ of a cent per bu. storage. Several claims of this kind were taken up with the railroad companies by dealers, and the latter stated that the eltr. company would have to make good such claims or lose certain concessions. As a result of these disputes the advance in rates has occurred, and some bitter feeling has been engendered.

In the matter of demurrage to be charged receivers by the Pittsburgh Car Service Assn., referred to in the last issue of the Grain Dealers Journal, an explanation has been issued by the railroad people, which says they did not mean what they said in the circular sent to the trade several weeks ago, and which excited so much indignation. The railroad committee of the Pittsburgh Grain and Flour Exchange started after the Car Service Assn. with a club, and the latter made answer that things are not so bad as they seem. While the circular letter stated in short and crusty terms that demurrage would be charged after 24 hours, the explanation states that this means in reality 48 hours. In other words, a car bulletined by 9 o'clock any morning will have its free time of 24 hours calculated from 7 o'clock the following morning. A car not bulletined by 9 a. m., or arriving after that time, will be treated as though arriving the next day. No account is taken by the Car Service people of the Saturday half holiday, however, and this makes it hard for receivers when cars are bulletined on Saturday morning. However, this is one of the unpleasant parts of the business which wholesalers hope to have remedied by persistent attack.

The charter for the new Grain Trade Association of Pittsburgh, composed entirely of wholesalers, has been formally applied for, and will soon be here. The association has elected the following board of directors: To serve two years, R. S. McCague, H. G. Morgan, J. A. A. Geidel, Robert Thorne and R. S. Martin; to serve for one year, R. E. Austin, Philip Geidel, Jr., C. A. Foster, D. G. Stewart and J. W. Smith. The work of drafting by-laws has been left with the organization committee, which consists of

D. G. Stewart, chairman; John Floyd, secretary; Robert Thorne, R. S. McCague and J. A. A. Geidel. That the organization is already attracting attention is illustrated by the fact that the day after the initial publication of its existence an application for membership was received by mail from Youngstown, Ohio. In the absence of adopted by-laws it cannot be definitely stated what action will be taken regarding this application, but it is safe to say that it is hardly likely there will be any membership allowed outside the city of Pittsburgh. Fourteen out of 20 wholesale dealers of this city are already members of the association, and it is confidently expected all will be in the fold soon. In fact, several of those not yet connected have signified their intention of joining, while one or two others have been out of town since the inception of the organization, but are expected to become members when they return.

The Circular Committee of the Grain Exchange, which has charge of the issuance of the Price Current, held a special meeting Thursday, Mar. 17, at which time a radical change in certain methods was proposed. It has been felt for some time that the manner of making public quotations through the daily newspapers was inadequate and confusing, and that some better plan should be adopted. Accordingly it was recommended that all sales, whether made on the Exchange or at the various places of business, be reported to the superintendent of the Exchange, if in car lots, up to 3 o'clock p. m. each day, and sales made after that hour will go over as part of the business of the following day. After the afternoon report is completed the superintendent will give quotations to the newspapers. Price changes occurring between days of issue of the Price Current will be based on daily prices according to sales made. This manner of giving quotations will do away with the confusing differences in quotations as reported by the various daily papers, whose reporters have been in the habit of getting their information from various sources, differing from one another. Not long ago it was discovered there was a difference of a dollar a ton in the same grade of hay, and this worked to the disadvantage of a dealer who had nothing to do with furnishing the information. The recommendation of the Circular Committee was acted upon at a special meeting of the board of directors, held Mar. 21, at which time it was adopted, to become effective Apr. 1.—H.

SOUTHEAST.

Orangeburg, S. C.—The Orangeburg Grain Co. incorporated, \$3,000 capital. Incorporators, H. W. Lathrop and Irvin S. Harley.

Fairmont, Va.—Simpson & Crowl have bot out J. F. Conaway in the feed and livery business and will handle all lines of feed. W. E. Cordery & Son have bot the feed mill of O. Jackson.—J. H. Kinkead.

Greensboro, N. C.—The Patterson Co. incorporated, \$5,000 capital, to do a wholesale grain, feed and provision business. The officers are: J. W. Scott, pres.; J. M. Patterson, vice-pres.; J. W. Patterson, secy.

Richmond, Va.—The Grain & Cotton Exchange has gone on record as opposed to the Interstate Commerce Law legisla-

tion, condemning both the Cooper and Foraker bills, the objects of which are diametrically opposite.—I.

SOUTHWEST.

Fairmont, W. Va.—The brick eltr. of the Miller-Clark Grain Co. burned recently with contents. Loss, \$80,000; insurance, \$30,000.

New Orleans, La.—Udolpho Wolfe, a director and former pres. of the Board of Trade, died Mar. 9, while addressing the board of directors.

Jennings, La.—Jas. R. Webster, who organized the Union Rice Mill at Crowley, is organizing a company to build a rice mill at Jennings.

Rayne, La.—The Ida Rice Mill, it is reported, will be purchased soon by a stock company which will rebuild the plant and also build a warehouse. The plant is now owned by J. D. Marks.

TENNESSEE

Nashville, Tenn.—Clarence B. Simpson, formerly pres. of the Etowah Milling Co., of Cartersville, Ga., has entered the grain trade of Nashville, and Benj. McCann, Jr., well known in the flour trade, has accepted a position with him.

Memphis, Tenn.—Harvey B. Shanks, senior member of Shanks, Phillips & Co., died Mar. 8 after a long illness caused by a complication of diseases. Mr. Shanks went to Memphis immediately after the Civil War and organized the present firm 25 years ago.

Memphis, Tenn.—A record-breaking car of wheat was loaded at the Merchants Eltr. Mar. 10 by W. P. Lewis. The shipment was made by the J. Rosenbaum Grain Co. to the Lillie Mill Co., of Franklin, Tenn., and the car contained 110,000 pounds, or 1,833 bus. of wheat.

Nashville, Tenn.—Leo McDaniel has brot suit against J. C. Steinfoht, of Willow Hill, Ill., to recover \$322 alleged to be due on account of a car of corn failing to grade No. 3 or better, as sold. In the event of the court giving judgment in his favor McDaniel had attached 2 cars of corn on track, the property of Steinfoht.

TEXAS.

Gatesville, Tex.—The warehouse of W. H. Hanks burned Mar. 8.

Hubbard, Tex.—The Hubbard City Mill & Eltr. Co. has closed for the season.

Galveston, Tex.—Fire insurance on the eltrs. at Galveston is said to be obtainable at a cut rate.

Austin, Tex.—The warehouse of Robinson Bros. burned Mar. 12 with 300 tons of hay. Loss, \$5,000; partially insured.

Fort Worth, Tex.—A. H. Jackman, territorial grain inspector of Oklahoma, has established grain inspection at Fort Worth and Gainesville, Tex.

Weatherford, Tex.—H. B. Dorsey, secy. of the Texas Grain Dealers Assn., who has been sick abed three weeks, is now able to attend to business.

Sabine Pass, Tex.—The House on Mar. 12 passed the bill directing the secy. of war to expend \$125,000 heretofore appropriated for a deep water channel thru Sabine Pass.

McKinney, Tex., Mar. 10.—Weather very dry, altho wheat and oats are look-

ing well. Some talk of green bugs, but do not think it amounts to anything. Farmers are well up on all work and only waiting for the time to arrive to plant corn, cotton, etc.—Harrison & Co.

Saint Jo, Tex., Mar. 21.—We have had a fine rain and wheat and oats are in fine condition. No sign of green bug. Corn coming up. Ground in fine shape for all kinds of farming. Cotton planting is now the order of the day. We had quite a bit of hail, but it did no damage.—Saint Jo Milling Co.

Hubbard, Tex., Mar. 18.—Corn and grain all planted in this section; the former, being pulled up and badly damaged by field larks, necessitating much replanting. Weather warm and too dry to germinate seed satisfactorily, an equal acreage of which has been planted, compared with last year, with an increased acreage of cotton.—W. A. Bass.

Frisco, Tex.—J. Perry Burrus, of McKinney, is building a 35,000-bu. eltr. at Frisco, which will consist of to galvanized tanks of 3,500 bus. capacity each. The eltr. will be located near the mill and wagon dump scales will be installed from which the grain will be handled by machinery. The Empire Grain Co. contemplates the erection of a 40,000-bu. eltr., on which work will probably be begun in the near future.

Fort Worth, Tex.—The Federal Court at New Orleans has decided in favor of the J. Rosenbaum Grain Co., upholding the injunction obtained by the grain company restraining the Texas Railroad Commission from enforcing its order against the Rock Island Railroad to cancel its contracts with the grain company. Instead of thus arbitrarily enforcing its rulings the commission will have to be content with a trial of the case on its merits. It is alleged the railroad discriminated in favor of the J. Rosenbaum Grain Co. in the rates on export grain.

TEXAS LETTER.

Fort Worth, Tex.—It is reported that the Medlin Milling Co., of Wolfe City, will build eltrs. and a 1,000-barrel mill at Ft. Worth.

Waxahachie, Tex.—The Modern Milling Co. will build a 35,000-bu. steel storage tank and enlarge its mill to a 200-barrel capacity.

Breckenridge, Tex.—The Breckenridge Milling & Ginning Co. incorporated, \$20,000 capital. It has absorbed the local mill. Incorporators, H. Black, C. G. Gillette and J. L. Carswell.

Reports of the corn crop show that the acreage planted is considerably larger than was anticipated, showing that while the farmers are planting a very large area of cotton they are not neglecting their grain crop. In many sections the corn planting is over, and over the whole state the farmers are well up with their work. Complaint about dry weather is not serious.

Dallas, Tex.—A meeting of a large number of the business assns. of Texas was held at Dallas last week to form a central organization for fighting the occupation tax as applied to merchants. The central organization was named the Federation of Business Assns. of Texas and the pres. of each assn. was made a member of the executive board. They propose to call on all the candidates for the legislature to express themselves on the proposition of repealing the occupation tax.

Dallas, Tex.—Reports received at Dallas on the green bug are to the effect that they are working the oat crop more particularly, but up to this time the damage has been very limited. It is possible, however, that later the damage will be very material, as the reports show that the bugs are well scattered over the grain region. They seem, however, to be working slowly, and where they are appearing the farmers are taking drastic measures to rid their fields of the pest, and in some fields straw has been scattered and burned and the bugs destroyed.—J. S. W.

WISCONSIN.

New Richmond, Wis.—The New Richmond Roller Mill Co. will build a 50,000-bu. eltr. in connection with its plant.

Mayville, Wis.—The Farmers' Eltr. Co. has been organized and former Congressman Edw. Sauerhering has been elected mgr.

Madison, Wis.—The state tax commission has given an opinion that the city of Superior has a right to assess eltr. property for taxation.

Superior, Wis.—The eltr. companies have been summoned to defend suits for taxes brot by the city of Superior on grain assessed at \$140,000.

Milwaukee, Wis.—The recommendation to put Frank Hinkley, grain inspector, on a salary instead of the fee system is being considered by the committee on rules.

Milwaukee, Wis.—F. R. Morris is erecting for the Rialto Eltr. Co. one of the Morris Continuous Grain Conditioners and Coolers of 1,000 bus. hourly capacity.

Milwaukee, Wis.—The annual assessment for the next fiscal year of the Chamber of Commerce will be \$25 and the price of clerks' tickets has been fixed at \$20.

Milwaukee, Wis.—Alex Berger has been appointed the delegate from the Chamber of Commerce to the conference in June at Mohonk, N. Y., on international arbitration.

Bay City, Wis.—The Bay City Grain Co., a company composed of farmers and business men, has bot the eltr. of W. E. Tucker. J. E. Brown is pres. and W. E. Tucker treas. and mgr.

Waukesha, Wis.—The Waukesha Grain & Produce Co. has dissolved partnership. Frank J. Smart will continue the business of the produce company and J. I. Brimmer will continue in the same line at the Globe Eltr.

Milwaukee, Wis.—The American Malt-ing Co. is building a cluster of 12 circular grain tanks to be constructed of brick. The total capacity will be 250,000 bus. The W. S. Cleveland Eltr. Building Co. is doing the work.

Cuba City, Wis., Mar. 15.—The grain crop in this section has been of an exceptionally poor quality and weight. Farmers will have to send elsewhere for seed oats. It has been the worst season ever experienced here for grain.—Donohoo & Splinter Co.

Milwaukee, Wis.—The board of directors of the Chamber of Commerce have indorsed the resolution adopted by the Chief Grain Inspectors Assn. of the United States at New York, Jan. 6. The directors hold that the national inspection of grain is likely to be of a political nature and not serve the best ends of the interests of the agricultural buyers and

dealers. This indorsement, which also puts the Chamber on record as in favor of uniform rules of inspection at the different grain markets, as far as practicable, will be sent to Congress.

Milwaukee, Wis.—Pres. S. G. Courteen, and G. H. D. Johnson and B. G. Ellsworth, vice-presidents, are candidates for renomination. The successors to C. A. Chapin, Harry Berger and Gustav Holstein, directors, will be nominated at the annual caucus, which will be held Mar. 26.

Milwaukee, Wis.—The grain rate war is proving profitable to the grain dealers and millers of Milwaukee. A purchase of 100,000 bus. of wheat was made recently by the Berger-Crittenden Co. at Kansas City, to be shipped over the C., M. & S. P. Ry. at 6 cents per 100 pounds, or 8 cents less than the rate earlier in the year. The company also has 250,000 bus. of grain bot at the cut rate.

MILWAUKEE LETTER.

Forest Junction, Wis.—The Wisconsin Malt & Grain Co. will rebuild the eltr. which burned Jan. 26.

Pres. S. G. Coufteen has received the congratulations of the bulls and bears on the announcement that he is the champion bowler of the Milwaukee Athletic Club.

Eau Claire, Wis.—It is stated that Geo. Coach, who was recently reported to have engaged in buying grain at Truax Switch, is employed by C. W. Cheney & Co., of Eau Claire.

Secy. Langson has been instructed by the directors of the Chamber to request the Senators and Representatives from this state to support legislation for the improvement of the consular service.

Colfax, Wis.—The Colfax Store Co. has taken over the grain business of O. G. Kinney, who will continue to manage it. Shipments are made thru a warehouse with a capacity of about 10,000 bus.—I.

Another low ebb in the value of memberships in the Chamber was reached by the sale to C. H. Bauman of the certificate held by the Peter Schmitz Estate—for \$375 net. On the same day, however, one was purchased by a Chicago dealer for \$450, which fairly represents the present cash value of memberships.

By the opening of another season local conditions are likely to be improved by additional car-ferry service, as eastern lines other than those which now have an entry here are engaged in looking over the ground, with a view to running their own boats across the lake. The Pere Marquette and Grand Trunk lines are considered to have "too much of a good thing," in the estimation of rival traffic directors.

There is a lively contest on in the board of directors in relation to the official sampling as well as inspection of grain. It is said to be favored by the large buying and receiving houses, but opposed by the representatives of other interests on the board, owing to a fear that it will cut too heavily into the revenues of the Chamber. The "cash" grain men, however, appear to be determined to carry it thru, and they will probably have their way in the end. The results attained in other markets, where official sampling has been carried on for some years, are being thoroughly investigated.

The new all-rail line from the South is also making good progress with its cause and will in all probability secure an entry to the city through Mitchell Park, the commissioners of which are said to favor trading a right of way for other land more desirable for park purposes. It is rumored that the Illinois Central, C., B. & Q. and two eastern lines are back of the project. Some people claim to know this; but others think that A. C. Bird, traffic director of the Gould system, is planning to get away with a part of the huge business which he helped to build up for the Milwaukee road, by means of the new line.

Strong objection is raised by local grain men to the payment of car and service charges on loads which, altho they may have stood on track for some time after arrival before being disposed of, have not been switched to places of delivery for several weeks after being ordered. Delays of 40 days and more have not been found at all unusual; and it is urged that interest alone on the funds thus tied up is more than sufficient to offset the demurrage charges of the Wisconsin Car Service Assn. It is believed that the railroad companies will meet members of the Chamber half way on this proposition and thus avoid controversies similar to those which have engendered so much bitterness in other states.

The cash grain market continues to show a steady improvement, due partly to the fact that accumulations in the railroad yards have been cleared away, but more largely to the recent light receipts, which have not furnished enough of the better qualities to meet the current requirements of the trade. Particularly is this true of good milling wheat and rye and fair to choice malting barley. Offerings of corn are larger than they have been for some weeks past, resulting in a reduction of the premium over prices obtainable in other markets. Oats suitable for the local feed trade continue in active demand. Seed of all kinds sells readily at quotations. Off-grades of very description are difficult to part with on any terms and the season's experience with this class of samples is slowly turning the hair of receivers to a ghostly hue. Wheat salesmen all look in need of a vacation, for their lot has been especially trying. It would do some of our country shippers good if they could exchange places with the latter for even a brief period. There would probably be less "kicking" over sales.

The railroad companies have issued a pamphlet entitled "The Truth About Wisconsin Freight Rates," controverting the charge of discrimination, and supporting their side of the question by numerous tables of figures, which, however, relate principally to interstate traffic, a subject that is not at issue. On the title page appears the statement: "The right of the state to regulate railways is conceded. The question now before the people is, to what extent shall this right be exercised?"

To an impartial observer it would appear that there are two sides to the question of whether or not discrimination against Wisconsin is practiced by the railroads, but the creation of a state commission with power to revise rates seems to be conceded as both necessary and desirable.

The recent agitation has already resulted in large reductions in rates on nearly

everything except grain, and dealers feel that the latter is bound to come in time with proper effort on their part. If possible, an amicable arrangement will be reached between the carriers and shippers.

No little feeling has been stirred up among receivers here by the discovery that reduced rates on grain from Kansas and Nebraska stations to Chicago do not apply to this city. A reference to recent tariffs issued by the Union Pacific R. R., for instance, shows that no mention whatever is made of Milwaukee, whereas for many years past shipments to both markets from that territory have moved under the same rates. As conditions are at present, it is necessary to pay the local rate from Chicago to Milwaukee.

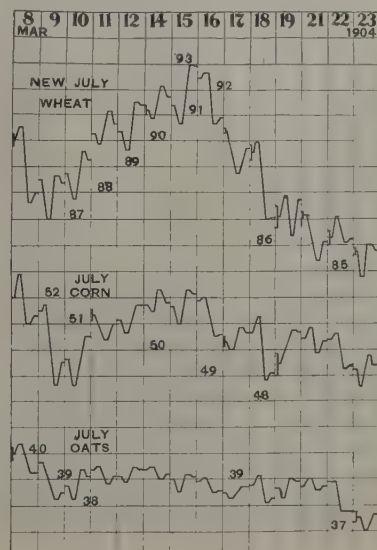
The following has been adopted by the directors of the Chamber: "Resolved, that the Milwaukee Chamber of Commerce strongly protests against such unfavorable discrimination, and the transportation committee is hereby instructed to take the subject up with connecting railways and endeavor to secure the establishment of uniform rates to both markets."

In view of the fact that Milwaukee suffers seriously from discrimination in favor of Minneapolis, Duluth and all lake ports lying to the north, any further handicap threatens the continued existence of this market as an important center of the grain trade; and this is a circumstance to which the dealers of the west cannot be indifferent, for any material lessening of the outlet here will necessarily restrict the "competition of the markets," which is so large a factor in the profitable disposition of grain.—T.

Exports of corn oil during the 7 months prior to Feb. 1 amounted to 2,440,225 gallons, compared with 2,169,144 gallons for the same months of last season, as reported by O. P. Austin, chief of the bureau of statistics.

Chicago Prices

The opening, high, low and closing quotations on July wheat for the new contract delivery, and on July corn and oats, at Chicago, for the two weeks prior to Mar. 24, are given on the chart herewith.



Supply Trade

The Henryville Seed & Grain Separator Mfg. Co. has been organized at Henryville, Ind.

During a flood at Beloit, Wis., Mar. 22, the gas engine shops of the J. Thompson & Sons Mfg. Co. were burned.

H. C. Draver will make Kansas City his headquarters as the southwestern representative of the Huntley Mfg. Co.

Tell buyers everything necessary to convince them that your goods are what they want. Tell nothing that competitors can use to your undoing.—Printer's Ink.

The Skillen & Richards Mfg. Co., of Chicago, Ill., has installed new improved machinery for the manufacture of cold rolled, spiral steel conveyor, which can be repaired in case of unusual accidents.

The Hartford Blower Co., of Hartford, Conn., has received orders from the Oak Duke Lumber Co., Wellsville, N. Y., and the Pennsylvania Match Co., Bellefonte, Pa., for Hartford Exhaust Fans and Hartford Cyclone Dust Collectors.

The National Grain Weigher Co. has been incorporated at Grand Haven, Mich., to manufacture grain weighing machines under a recent patent. A factory is to be erected. The capital stock is \$20,000 and the incorporators are Samuel B. Ardis and D. O. Watson of Grand Haven, and L. R. Price of Chicago.

Finally, advertising is the breath of modern business, and I want to conclude with another dictum, namely: That the man who attempts to build business without advertising must stand ready to spend more money for expenses while waiting for the business to grow of itself than it could possibly cost him to build it up by advertising.—Hanson.

The suit of the Milwaukee Rice Machinery Co., of Milwaukee, Wis., against the Reliance Gas & Oil Engine Co., to gain possession of the engines and machinery turned over to the Reliance Co., will be settled out of court. Creditors of the machinery company will give the Reliance company a release, and the latter will turn over its assets to J. W. P. Lombard, who will dispose of them for the benefit of creditors.

Philetus W. Gates and Henry W. Hoyt, respectively general superintendent and second vice-president of Allis-Chalmers Co., are about to retire from active participation in the management of that company. Mr. Gates was pres. and Mr. Hoyt secy. and general manager of Gates Iron Works for fifteen years prior to the incorporation of Allis-Chalmers Company in 1901. They have been prominently connected with the manufacturing interests of Chicago and have taken an active part in all of the manufacturers' associations. Messrs. Hoyt and Gates, after a well-earned vacation spent in traveling, will re-engage in business in Chicago.

E. Irwin, European manager for the Invincible Grain Cleaner Co., died Feb. 26, after an operation for appendicitis. Mr. Irwin was only 38 years of age, and began his business life in the London offices of Howes, Babcock & Ewell at the age of 16. After 20 years with this firm

he went with the Invincible Co. His untimely death is greatly regretted by the many friends by whom he was highly esteemed.

The introduction of the Richardson Automatic Scale is progressing under the direction of Wm. E. Smith, general western agent. A Richardson Automatic Scale with a capacity of 2,000 bus. per hour is in operation in the Holzman-Bennett Grain Co.'s elevator at Grant

but to hay, grain, etc., which cannot be moved during unfavorable weather, only 48 hours is allowed. This, too, in face of the fact that hay and grain pay a much higher rate of freight.

D. I. Van Ness.

The young men in the trade who are gifted with the genius of hard work can not be kept down. They will rise and



Douglas I. Van Ness, Chicago.

Park, Ill. One of the C2 machines has been installed in the new Star & Crescent Mills, South Chicago; one has been operating over a year in the Northwestern Consolidated Mill at Minneapolis; and another in the North Star Malting Co.'s house at Minneapolis. One is specified for a Winona brewery, and one for Hughes, Green & Co., Nashville, Tenn. The C. Turner Co. has bot one for loading fertilizer direct into cars.

A Reciprocal Demurrage Law for Minnesota.

At a recent banquet of the St. Paul Board of Trade, G. F. Loftus announced that the Board would make a determined fight, before the next legislature, to secure the enactment of a reciprocal demurrage law, similar to that now in force in Texas, Virginia and some other southern states. He surely spoke the truth when he said that the need of a reciprocal demurrage law is keenly felt by all shippers who are compelled to suspend business, by reason of their inability to secure cars. The Board is not opposed to paying demurrage, but, as Mr. Loftus puts it, the impression prevails that the rule should work both ways.

One of the impositions heaped upon shippers by railroad companies, to which Mr. Loftus referred, is that they single out certain commodities, like sugar, salt, lime and iron, and grant it free storage;

share in the reward of earnest efforts as they deserve. So it has been with Douglas I. Van Ness, who, after six years' close application to the different departments of the grain receiving business, finds himself the junior partner of the firm of Van Ness Brothers, successors to Van Ness & Wilson, Chicago. Thoroughly familiar with both the option and the cash trade, this recognition of his good qualities was fully merited.

A bill for a reduction in the duties on wheat and flour has been presented by the Spanish government.

Australia produces Indian corn only in the states of New South Wales and Queensland. Their combined crop is 6,413,000 bus.

Of oats the Department of Agriculture reported 273,700,000 bus. in farmers' hands March 1. The percentage of last year's crop is 34.9, compared with 36.9 a year ago and 30.6 on hand March 1, 1902.

Exports of beans and peas for the 7 months prior to Feb. 1 were 181,234 bus., compared with 160,680 bus. for the corresponding months of last season, as reported by O. P. Austin, chief of the bureau of statistics.

Italy imported 333,790 tons of hard wheat in 1903 for the manufacture of macaroni and semolina flour. This hard wheat comes from southern Russia in regular fleets.—Consul General Hector de Castro, Rome.

Advantages of Selling by "Type" Samples.

By Spectator.

In my visits with dealers thru the Northwest I have been surprised to note what little use is made of "type" samples, even where dealers have ample facilities for the grading, mixing and cleaning of grain. In fact, the system so successfully employed by the large line companies does not seem to be known to the majority of those who operate one, two or three elevators.

Take barley, for example. Every buyer knows by actual experience or can readily ascertain by experiment about what grades of barley can be made from the average run of receipts at his station. Let him pick out say four qualities that can not only be produced once but duplicated whenever farmers' deliveries are sufficiently liberal to enable him to make proper combinations of weight, soundness, color, etc. Then let him forward a sample of each by express to reliable commission houses in the most available markets, designating the four grades as "A," "B," "C" and "D," and asking for quotations of values, based on the demand for grain "to arrive."

Now, suppose that our dealer is situated on the Rock Island road in South-eastern Minnesota, where he can ship to Minneapolis, Milwaukee, Chicago and St. Louis, as well as to some lesser markets. In due time he receives quotations, and on being reduced to net values at his station they appear somewhat as follows:

Minn'p's. Chgo. Milw'kee. St. L.				
"A"46	47-47½	47	48	
"B"42-43	44	44-44½	42-43½	
"C"39-41	40-41	42	38½	
"D"35	32-33	34	35½-36½	

If he has obtained quotations from more than one house in each market the range in prices will vary somewhat, but the approximate differences will run about as uneven as those given above, although sometimes the variations will be very much greater, particularly at the beginning of the season.

By comparing prices for the several grades and the track bids received at the same time, it is very easy to determine where the barley then awaiting shipment can be placed to the best advantage; but wait a week or two weeks, or any specified period, and what is the situation? Our dealer has requested that the "type" samples be preserved and further quotations made to him on a certain date. On receiving them he makes out another table similar to the above, and what does he find? That the four markets show the same relative differences? By no means. Milwaukee is now the highest market for "A," with Chicago trailing just behind and St. Louis ½c farther in the rear, and Minneapolis maintaining about the same position as before. On "B" Chicago leads, with Minneapolis and St. Louis close seconds and Milwaukee 1½c off. On "C" Minneapolis has forged to the front, while on "D" St. Louis has increased her lead. It is all a good deal like a yacht race or a trial of trotters.

Varying conditions of supply and demand bring about continuous shifts in prices, and the grain dealer should be in a position to take advantage of such changes, just as the yachtsman puts his craft in a position to feel the influence of favoring slants of wind. Brewers and maltsters in Milwaukee may have a large supply of plump, light colored Minnesota

or Wisconsin barley, and their bids for such are consequently reduced. They will buy only when they can do so cheaply; but a thirsty public necessitates a constant output of the amber-colored liquid, and with a light run of receipts it may not be long before the largest stocks are exhausted. The best barley is needed and maltsters are willing to "pay up" for it; hence Milwaukee offers inducements for shipments. At the same time Chicago or Minneapolis (including Duluth) may have received large orders for eastern shipment or for export of the lower grades, and these must be filled within a specified time; consequently they compete for those qualities. And so the illustrations multiply.

In selling, it is best to place grain on "type" samples in round lots "to arrive," say of 1,000 to 10,000 bushels, and to give at least one commission house in each market limits at which you are willing to sell the several grades; so that immediate advantage may be taken of an improved or special demand. If you are sure of having the grain on hand, it is well to give one house positive instructions for the sale of each sample, and to ask the others to wire when they can sell at that price. In the latter case a message will often come unexpectedly from a market which has not been showing favorable quotations, owing to the fact that the commission merchant has found some special place for the particular quality specified. Such opportunities usually come for the sale of round lots for immediate or deferred shipment—seldom for car loads either "to arrive" or "on spot," and the prices thus obtained are, as a rule, exceptionally favorable.

By following the method outlined above a dealer will find at the end of the season that his profits have been considerably augmented, and another year he is likely, all things considered, to do even better; for he will learn to gauge more accurately the demand that exists in the various markets open to him and to make up his "type" samples accordingly. It would astonish any one not familiar with actual conditions to know to what a "science" the grading of grain has been reduced by the superintendents of some of the terminal elevators and transit cleaning-houses.

It is not necessary to have expensive or complicated machinery in order to accomplish reasonably good results. The smaller apparatus advertised in the pages of the Journal will do very well, and a large number of dealers have already installed machinery of this kind. Why not use it to the best advantage? If anything is lacking, look around and see where it can be obtained. Nowadays one does not have to go far.

Hemp exports of the Philippine Islands during the 9 months prior to Oct. 1 amounted to 98,298 tons; compared with 76,391 tons for the corresponding months of 1902, as reported by the War Department.

Tests of macaroni wheat flour in bread-making are described by a writer in the Baker's Helper, who says: By using the macaroni flour in the sponge, and the spring-wheat patent to complete the dough, the loaf was as large as that from the spring-wheat patent alone, and in quality was equal to it in all particulars. The bread was a little more creamy in color, which improved the appearance rather than injured it.

THE CORN SHELLER

which is not easily broken by foreign substances admitted with corn is the cheapest in the on run. The average life of a Champion Sheller is 25 years.

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R. H. McGRATH, Lafayette, Ind.

LOOK. One thousand grain men were made happy (ask anyone of them) last year by using our New Era Passenger Lifts in their grain warehouses. Let us please you this coming season by placing one of them in your new grain elevator. The New Era Elevators are well and substantially built. Will last a lifetime; will more than pay for themselves in one season. They cost scarcely more than a stairway. They save time, work, worry and money. Let us know your wants.

Sidney Elevator Mfg. Co., Sidney, O.

"Gold Bricks of Speculation"

By JOHN HILL, JR.

Member of Chicago Board of Trade.

A 500-page book in buckram explaining speculation and exposing bucket shop and "get-rich-quick" schemes. A book for the shipper, the farmer, the broker, the investor, the speculator, the lawyer and the student. Copiously illustrated. Price, \$2.18 postpaid.

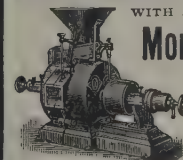
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Why hesitate about buying a MONARCH when we make it so easy for you. Sold on trial and absolute guarantee.

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P. O. 260, Muncy, Pa.

What is a Regular Grain Dealer?

Grain Dealers Journal: Will you kindly inform us what the different associations consider a regular grain dealer? L. M. N.

Acting upon the foregoing query we submitted the question to the officers of the different associations whose opinions follow:

J. J. Quinn, Secy. So. Minn. & So. Dak. Grn. Dlr. Assn.: Any person, firm or corporation operating the proper elevator or warehouse facilities, and conducting a reputable business of buying and selling grain, would be considered regular and eligible to membership. Any corporation whose by-laws contain a clause penalizing its stockholders for selling grain to a competitor would not be considered regular or eligible to membership.

J. W. McCord, Secy. Ohio Grain Dlr. Assn.: It is clearly understood that a "regular dealer" is one who has proper facilities for doing business and in operation permanently and continuously at one or more points. If located at a point where there is competition with other regular dealers, the firm must be equipped with proper facilities, elevator or warehouse, and be open at all reasonable times for business. If, however, the business is not of sufficient volume to warrant facilities, and the competition, if any, does not have facilities, or if no competitor, then the party would be "regular" even though loading direct to cars all the time, provided he is permanently located and engaged in the business for profit.

J. W. Holmquist, Pres. Nebr. Grn. Dlr. Assn.: Any individual, firm or corporation that has an elevator so located as to spout the grain direct into cars; said house to be open at all times, or during the entire year, if business justifies it, is a regular grain dealer. Providing that in cases of co-operative concerns where they have the penalty clause in their by-laws or constitution, same should not be listed as regular for the reason that they do not come into the market on an even basis, and seek to restrict trade.

Geo. A. Wells, Secy. Iowa Grn. Dlr. Assn.: The qualifications of membership in this association are that the dealer must operate some kind of permanent facilities, properly located on the railroad track, that he keep an open and regular market at all times for the benefit of the farmers and the public, with a proper recognition of good business principles, and that he comply with the rules of the Iowa Grain Dealers Ass'n to arbitrate differences as between buyers and sellers. We find such qualifications well adapted to Iowa, but I presume there are states where such requirements as to facilities might be most too rigid. We have always held strictly to these requirements.

Geo. C. Dunaway, Secy. Ill. Valley Grn. Dlr. Assn.: I do not consider a company of farmers organized under the laws of the state, with a penalty clause included in their by-laws, regular. I do not consider the scoop-shovel man, with no investment, and with no responsibility, regular. I do not consider the man operating an elevator under his own name, who is held up financially, by a Chicago or St. Louis commission house, as regular.

E. J. Smiley, Secy. Grn. Dlr. Assn. of Kansas: Article 2, Section 1, of our constitution reads that the person, firm or corporation conducting a reputable, regu-

lar and continuous business of buying and selling grain in the state of Kansas, having proper facilities for handling same, may be admitted to membership in this association. We have not always adhered strictly to this rule, as there are several responsible, reputable people doing business in the state of Kansas today who have no elevator property for the reason that there is not sufficient business at the stations where they are operating to justify the expense of erecting an elevator. Conditions must be taken into consideration in order to determine what constitutes a regular grain dealer. The object of this association is well known to the entire trade, and in the opinion of the writer if we refused to admit those making application for membership in the Association not having facilities made mention of in the article referred to above, we would be doing them an injustice. This is a question that has been discussed at practically every meeting that the writer has ever attended of the state and local associations, and there is a wide difference of opinion as to what constitutes a regular dealer.

H. B. Dorsey, Secretary of the Texas Grain Dealers Assn.: In Texas, you understand, many grain dealers are not provided with elevators and some very scant warehouses, yet they are continuously in the grain business, and would be considered in this country a regular grain dealer, while possibly in some of the heavy grain districts of the North they would not be so considered. Our constitution and by-laws provide that: Any person, firm or corporation, continuously engaged in buying and selling grain, is eligible to membership when recommended by two members of this Assn., in good standing, upon approval by a majority of the executive committee, payment of a membership fee of \$10, and by signing an agreement to abide by and comply with the constitution and by-laws, rules and regulations of this Assn., and all amendments thereto and all orders and resolutions of the executive or arbitration committee.

L. Cortelyou, pres. Kan. Grn. Dlr. Assn.: A regular grain dealer is one who is in the business regularly, and not only that, but one who is handling grain on a fair, legitimate basis of profit. The grain trade is like any other business. It is entitled to a fair margin of profit to

compensate those engaged in it for their time and the use of capital invested. The ethics of the trade would naturally make any one an irregular dealer, no matter how long he has been engaged in the business, or what are his facilities, who handles grain without a profit just for the sake of preventing his competitor from making any money, and I would call such an one an irregular dealer if he persisted in this course.

A. F. Brenner, pres. So. Minn. and So. Dak. Grain Dealers' Assn.: My idea as to the requirements to be eligible as a regular grain dealer is primarily, of course, proper house and facilities for handling, and that the house should be so situated that grain can be spouted from it into the car direct. If teaming has to be done, I would not consider the house regular. This question has never been definitely settled in our association, but from my talks with our board members, I think all view it in about this light. I believe I would recognize a regular farmers' elevator company just the same as I would any one else, provided they did business on business principles, with a margin of profit, but I would not recognize a farmers' house that exacted a penalty from their membership for selling to other dealers.

Geo. Beyer, Secy. Illinois Grain Dealers Assn.: A regular dealer is a person who has proper facilities for the handling of grain and is engaged in the buying and selling of grain continuously, for a profit, and who is not connected with a corporation, or company that is organized for the sole purpose of eliminating the middleman, and who have a clause in their constitution or articles of incorporation, fixing a penalty to be paid by their members on all grain sold to other dealers. Such penalty is illegal, unamerican and not legitimate competition, and places such corporations in a class with trusts.

H. C. Mowry, President Ill. Grain Dealers Assn.: My estimate of a regular grain dealer is, a person, or firm, who have regular facilities for buying, handling and shipping grain, and who do a regular grain business at all times, or are identified with the business in some manner. All regular dealers are eligible to become members of our association, but grain raisers, who organize to ship their



Keep on the Lookout for Hot Corn.

own grain, are not considered regular grain dealers.

Chas. Barta, Secy. N. Dak. Grn. Dirs. Assn.: A regular grain dealer is any person, firm or corporation operating a grain elevator, or grain warehouse, and engaging in the buying and selling of grain continuously. Such may become a member.

Thos. E. Torrison, Pres. Wis. Grn. Shippers Assn.: I should think that any person, firm or corporation, permanently established at any point should be eligible to membership in the Grain Dealers Association.

C. G. Egly, Secy. Eastern Indiana Grain Dealers Assn.: A regular grain dealer should have a house large enough for four or five thousand bushels of grain and necessary machinery and scales, and sign. And should be able to take care of his portion of the trade at the average time of the year in a legitimate way.

C. B. Jenkins, Secy. Middle Ohio Grain Dealers Assn.: Our Assn. adopted the following resolution: Resolved, That the term "Regular Grain Dealer" as understood by this association, shall be defined as an individual, firm or corporation who, having the facilities by means of an elevator or warehouse for receiving, weighing and shipping grain, continues at one or more locations and at all seasons of the year to offer such facilities to the public. Any regular grain dealer or other person, firm or corporation who shall purchase grain in wagon lots of the public, at points where he or it has not the ordinary elevator facilities, shall be deemed irregular, except when such purchasing of grain is carried on at points where there is no elevator or warehouse.

Wm. Kreider, Pres. Ill. Valley Grn. Dirs. Assn.: Our constitution provides that any person, firm, or corporation operating a grain elevator, and engaging in the buying and selling of grain continuously, may become a member of this association; also any person, firm or corporation who has engaged in the buying and selling of grain continuously at one station for a period of two years, yet has no elevator, may, upon the recommendation of two members, firms or corporations operating grain elevators at the same or nearby stations, be admitted to membership.

T. A. Doan, Pres. Eastern Ind. Grn. Dirs. Assn.: Any person, firm or corporation with sufficient capital to purchase, and all the necessary facilities for weighing, storing, and loading grain would be considered a regular grain dealer. Such persons, firms or corporations and all persons operating flouring mills are eligible to membership in the association.

C. B. Riley, Secy. Ind. Grn. Dirs. Assn.: Our Association at its last annual meeting authorized the solicitation of members from the following class: "That the sense of this convention is that any person, firm or corporation having sufficient facilities for properly handling grain, be solicited to join the association; and that in conformity with the rules they be received."

D. Hunter, Pres. Grain Dirs. Union: I probably have more liberal views on this subject than many other dealers; and will probably be taken to task for expressing myself as I do. There are instances where I consider a scooper regular; for instance: A man with only a set of scales has been the only dealer at a station for a number of years, and kept his office open for business every day, in my estimation, would be a regular dealer in

every sense of the word, provided he did not scalp at other stations. The fact of some other man coming in and building an elevator should not make the old dealer irregular, so long as he did business on good business principles. Again, if 3 men were continuously in the business at one station for any length of time, with no other facilities than an office, scales and a wagon, and kept their place of business open continuously, they should be considered regular, so long as they confined their operations to their home station, and should be protected from the vulture who only comes in when there is a good lot of grain to handle and the next day is gone. If one of the trio should build an elevator it should not interfere with his old competitors, so long as he recognized the right of the elevator to live. On the other hand if there is an elevator running in any town, and another party attempts to handle grain at that town with a wagon, he should be counted irregular and set down upon a wagon. Of course, the elevator is always regular unless the proprietor is a fool and wants the earth not only around his own town but neighboring towns as well, in which case he should be counted irregular and read out of the assn. at once. The fact of a man not belonging to a grain assn. should not brand him irregular, although it is his moral duty to support the assn. whose influence is constantly working for the betterment of the condition.

M. G. Emer, Secy. Mich. Grn. Dirs. Assn.: A dealer, to be eligible to join our Association, must have the proper facilities for the handling, storing and shipping of grain, one who is in the market at all times, and a dealer who does business on the square in all of his transactions.

H. G. Miller, Secy. Neb. Grain Dealers Assn.: Any person, firm or corporation is eligible to membership in this association, doing business as a country grain dealer in this state, possessing an elevator located on the right-of-way or on private ground adjacent to track, and doing business in a regular manner. The personnel of the person, corporation or firm is not a qualification that is considered in an application for membership.

G. C. Julius Sperry, Secy. Wis. Grain Shippers Assn.: The person or firm who decides to buy grain at a country station direct from the grower, must make up his mind that he is about to engage in "business." When we speak of a man entering business, we have in mind his securing a location; the investment of money for conducting his business and the employment of such help as may be required to handle the trade—all with a definite purpose in view, that the money so invested shall earn him a reasonable rate of interest after deducting all expenses for running the business. So it is with a country grain dealer. He must determine upon a location, select his site, erect an elevator or warehouse, equip same with "up-to-date" machinery, and employ a buyer who is a good judge of grain. This done, he announces to the farmers of his community that he has opened a place thru which he is ready to transact business. He can feel that he is established, conducting a legitimate business entitled to recognition from the grain trade. This constitutes what is often termed "a regular grain dealer" and our association requires that all dealers shall be provided with just such facilities for conducting a grain business before they can become members.

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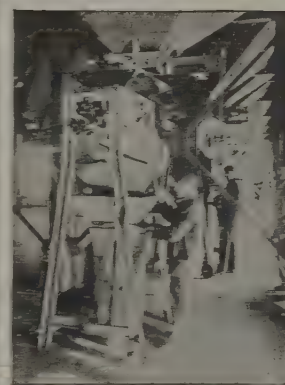
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FLOUR MILL LOCATIONS

OPENINGS for flour mills, feed mills and grain elevators are numerous along the several new lines of the St. Louis & San Francisco Railroad recently opened to traffic. These lines traverse some of the finest wheat and corn producing sections of the Southwest and opportunities for mills are numerous. The



through its Industrial Department is prepared to furnish full information regarding desirable flour mill locations.

Send for copy of new handbook of information entitled "Opportunities."

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of grain up to 100,000 pounds is reduced to bushels by Clark's Decimal Grain Values, which also shows the value of any number of pounds in dollars and cents.

GRAIN DEALERS JOURNAL,

255 LaSalle Street,

CHICAGO, ILL.

Supreme Court Decisions

A common carrier's lien for charges of transportation includes charges which it may have advanced to a preceding carrier.—*Thomas v. Frankfort & C. Ry. Co.*, Court of Appeals of Kentucky. 76 S. W. 1093.

An agreement to submit to arbitration is not insufficient, for want of technical words, where it clearly appears that the intent was to submit the differences, and to abide by the award.—*Somerset Borough v. Ott*, Supreme Court of Pennsylvania. 56 Atl. 1079.

The liability to the landlord of one who knowingly receives from a tenant and sells crops subject to a landlord's lien may be treated as arising on an implied contract; and the landlord may maintain attachment under Sand. & H. Dig., Sec. 325, which provides that attachments against nonresidents can be had only on claims arising on contract.—*Judge v. Curtis*, Supreme Court of Arkansas. 78 S. W. 746.

Evidence that plaintiff, on delivering a telegraph message to a messenger who had come for it, stated that it must be at its destination by a certain hour, and that the messenger repeated such declaration to the operator to whom he delivered the telegram, who accepted and transmitted the same, was insufficient to establish a special contract by the telegraph company to deliver the message within the time specified.—*Jacob v. Western Union Tel. Co.* Supreme Court of Michigan. 98 N. W. 402.

There being evidence in an action for the conversion of wheat deposited in defendant's mill to sustain the conclusion that he was but a bailee without reward, an instruction that defendant was bound only to use ordinary care in keeping and caring for the wheat accurately stated the law, notwithstanding it did not limit the degree of care to an issue as to defendant's liability for its loss if destroyed by fire.—*Mayer v. Gersbacher*, Supreme Court of Illinois. 69 N. E. 789.

The signing of the bond by the obligor and its delivery to the employee does not constitute the employee the agent of the obligor, with authority to bind the latter by a waiver of such signature. Insurance contracts and contracts of this character distinguished. The fact that the obligor retained the premium paid by the employee does not, under the circumstances shown in this case, constitute a waiver of the signature of the employee to the bond.—*United States Fidelity & Guaranty Co. v. Ridgley*, Supreme Court of Nebraska. 97 N. W. 836.

A pledgee, holding certain stock indorsed in blank as collateral for a loan, and certain other stock, similarly indorsed, as a depository, for safe-keeping wrongfully pledged it all on his own account. The owner of the stock held as collateral did not redeem it from the original pledgee, or make any attempt to reclaim it until after its sale by the last pledgee, though the owner of the deposited stock prevented a sale of that by timely notice to the last pledgee. Held, that the owner of the collateral stock could not claim contribution from the owner of

the deposited stock.—*Tompkins v. Morton Trust Co.* Supreme Court of New York. 86 N. Y. Supp. 520.

Where a tenant who was working complainant's land on shares, sold certain hay under an agreement that the buyer should pay one-half of the price to the landlord and hold the tenant's half until the account between the landlord and tenant was adjusted, and then pay the same as the adjustment might determine, and in violation of such agreement the buyer finally paid the tenant his half of the price, the landlord, in a bill against the tenant for an accounting of the proceeds of the land, was entitled to make the buyer of the hay a party, in order to charge him as a trustee for the misapplication of the tenant's portion of the proceeds of the hay.—*Sowles v. Martin*, Supreme Court of Vermont. 56 Atl. 979.

A contract between a railroad and a shipper by which the railroad builds a side track for the shipper's convenience, and the shipper agrees to indemnify the railroad from all liability for loss by fire, though caused by the railroad's negligence, is not against public policy, as, in putting in such tracks the railroad is not acting as a common carrier. In an action against a railroad for loss by fire on a side track which was built by agreement between plaintiff and defendant, which agreement exempted defendant from liability for loss by fire, the construction of the contract was for the court; and it was error to instruct the jury that it was for them to determine whether the loss came within the contract, and not to instruct them that the contract relieved defendant from its negligent acts.—*Mann v. Pere Marquette R. Co.* Supreme Court of Michigan. 97 N. W. 721.

The consignee of two car loads of coke was notified upon their arrival that a charge for rental would be made if they were not unloaded within 48 hours. The notification was in compliance with the rules of an association of railroads, organized for the purpose of facilitating the unloading of cars, and the charge made

for the rental was much less than the average earning capacity of freight cars. The railroad company had at the point of destination no warehouse for the unloading of bulk freight, such as coke. Held, that the railroad company was entitled to charge rental for the use of the cars after the expiration of a reasonable time for unloading. On the issue as to what was a reasonable time, evidence as to the distance of the consignee's home from the station was not admissible. The railroad was entitled to a lien upon the freight for the rental charges.—*Schumacher v. Chicago & N. W. Ry. Co.* Supreme Court of Illinois. 69 N. E. 825.

In October, 1891, the plaintiff obtained from the defendant the right of transferring through the elevator of the railroad company 25,000 bus. of grain, the defendant agreeing to reserve space for it for the purpose, and to take care of and handle that quantity of grain in the elevator, under the rules and regulations adopted by it; but this right was granted under the correlative obligation assumed by the plaintiff that it should keep the quantity of grain contracted to be received "constantly on the move." It was understood and agreed that the elevator was not to be employed as an ordinary storage place or warehouse, but was to be used as incidental to the business of the defendant as a common carrier in aid of the export to Europe by shipping of the grain brought by its road. Defendant received and placed in its elevator a quantity of grain belonging to the plaintiff in transition to Europe. The grain was graded No. 4 wheat by the New Orleans inspectors, but No. 3 by those at St. Louis. No. 4 wheat was not in demand at that time, and plaintiff, after a consultation with the New Orleans inspectors, to which defendant company was no party, determined to send to the West and purchase No. 2 wheat, which, being mixed with the No. 4 would bring that wheat up to No. 3. Plaintiff met with obstacles in the way of purchasing No. 2 wheat, but finally bought and had brought to New Orleans a quantity of wheat of that grade. When it reached



Nebraska Grain Dealers Excursion—Arrested for Taking Photographs on U. S. Reservation, Hot Springs. The Blow Almost Killed Bewsher.

New Orleans it was found that the grain in the elevator was so weevil-eaten and buggy as to cause it to fall below No. 4 wheat, and to cause it be designated as "no grade wheat," which could not be brought up to No. 3 grade by mixing it with the No. 2 which plaintiff had brought down. The mixing was abandoned, and the wheat in the elevator and that brought down for mixing were shipped to Europe and sold at a loss. Plaintiff received the wheat in the elevator under protest, contending that defendant had failed in its obligations, and was liable to it in damages for its condition. During this period plaintiff made no attempt to ship the wheat which was in the elevator. Plaintiff sued the defendant for damages it received by reason of the condition of the wheat in the elevator. Held, that the plaintiff was itself to blame for the situation. It failed to have the wheat promptly shipped, as was its duty, and while seeking to minimize its own loss it forced upon the defendant the obligations of holding the wheat until late in the season, during which interval it deteriorated and fell below grade in spite of proper care being taken of it. The weevily condition was not traceable to its being in the elevator, but was due to causes antedating its being placed therein, and weevils would doubtless have developed in it had it been promptly placed on ship and forwarded. The loss on plaintiff's sales was not due to any fault of the defendant. The character of the wheat was not changed while in the cars by reason of being side-tracked in New Orleans. The New Orleans grading is more severe than that at St. Louis. While it would have been the duty of the plaintiff, had defendant been liable to it, to have minimized the damages in the premises, it could not throw upon defendant any increase of loss resulting from an injudicious attempt to bring about that result on its part. The defendant had nothing to do with that matter. The New Orleans inspectors were not authorized to act for the defendant by way of advice or otherwise.—S. A. Trufant Commission Co. v. Yazoo & M. V. R. Co. Supreme Court of Louisiana. 111 La. No. 14,227. 35 South. 792.

Exports of breadstuffs during the 8 months prior to March 1 amounted to 40,673,275 bus. of wheat, 41,501,587 bus. of corn, 8,754,731 bus. of barley, 673,483 bus. of oats and 753,408 bus. of rye, compared with 88,664,735 bus. of wheat, 76,745,324 bus. of corn, 7,786,824 bus. of barley, 3,882,410 bus. of oats and 3,681,787 bus. of rye for the corresponding period of the preceding season. The value of the exports of breadstuffs was \$114,895,648, compared with \$146,754,656 for the same period of the preceding season, as reported by O. P. Austin, chief of the bureau of statistics.

A meeting of the Rice Assn. of America was held at Crowley, La., Feb. 26, to elect officers. Secy. Allison's resignation was not accepted, but Jas. B. Neibert of Crowley was elected assistant secy. The directors nominated at Beaumont were elected, with the exception of Mr. Hexter, whose place is taken by J. W. Leech of El Campo. The secy's report showed that \$8,400 had been raised for the rice kitchen fund, of which Louisiana had contributed \$6,200 and Texas \$2,200. New Orleans had raised \$1,700. The rice kitchen building at the St. Louis World's Fair has been almost completed.

To Kill Smut in Oats.

The loss to Iowa farmers last year from smut in oats is estimated at over \$1,000,000, most of which could have been avoided by treating the seed oats. The loss in other states was also large. Formaldehyde is recommended by all the experiment stations as the best preventive of smut; and dipping in the solution is 50 times more effective than sprinkling.

Professor R. A. Moore of the Wisconsin station says: If 50 bus. of seed oats are to be treated, secure from a drug store one pound or a pint of formaldehyde (sometimes called formalin). Put into a barrel or cask 50 gallons of water and pour in the one pound of formaldehyde liquid to make the proper solution. Dip out about one-half of the solution into another cask in order to treat two sacks of oats at the same time, thus facilitating the work. Place about two bus. of oats in each of two gunny sacks and submerge the oats in the solution for 20 minutes; then lift the sacks from the casks and let drain for a minute or two so as to save the solution. Empty the oats on a thrashing floor or on a canvas to dry and proceed as before, using the same sacks for the remainder of the oats.

The solution as used is not poisonous and will not injure the sacks or clothing coming in contact with it.

It is well to treat the seed oats two or three days before sowing to give ample time to dry. If the oats are shoveled over a few times it will facilitate the drying very much and no difficulty will be experienced sowing with seeder or drill.

The treatment of seed oats seems to facilitate the sprouting; a difference of from two to four days in favor of the oats treated will be noticeable. From the field tests no detrimental effects on the germination of seed were detected.

On the Pacific Coast the same kind of wheat is used both for spring and winter sowing. In the upper Palouse district the wheat is sown in the spring, and south of the Snake River it is sown in the autumn.

The general public who were not in the market during the late advance, are now showing an inclination to take hold. A crop scare more than anything else brings in that class of trade. They are buying September wheat, so far only on a moderate scale. With all the possibilities favorable to a bull market, and in addition a great speculative buying furor, wheat could sell at a higher price during the next three months than at any time since 1898.—Edward G. Heeman.

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are based upon the construction and arrangement of power, machinery and occupancy in an elevator. In building, one can to advantage, by previous knowledge, make his plans to avoid some of the rate charges. In remodeling one can also frequently improve the insurance rate at the same time.

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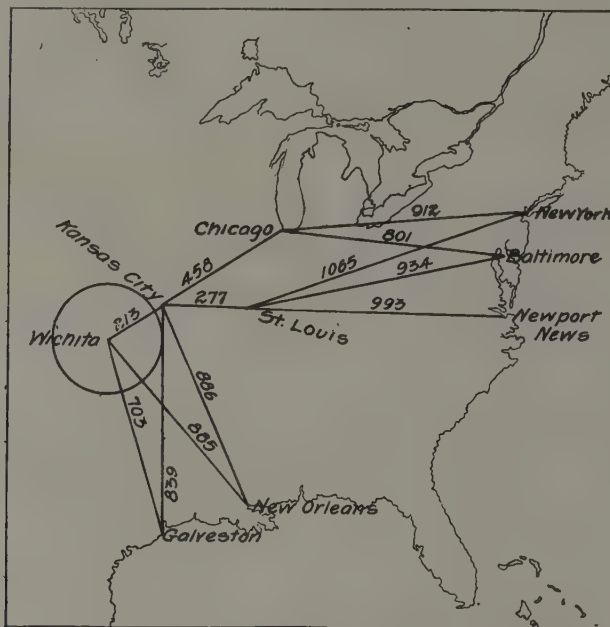
prefers to insure the lowest rated elevators, which are properties rated low because hazards are removed. To assist grain dealers to reduce their insurance rate, we have published specifications for constructing with the affect upon the rate. This will be supplied any one by addressing.

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Indianapolis, Ind.

Atlantic and Gulf Routes from the Grain Belt.

Some of the arguments made by the champions of certain markets in the seaboard and gulf rate controversy are so devoid of foundation that they obscure the merits of the issue. The advocates of the seaboard markets ignore the shorter distances to the gulf and the gulf ports

Exorbitantly high rates on grain from interior Kansas points direct to gulf ports, compared with reasonable rates for the long haul to the Atlantic seaboard, have delayed the readjustment of the traffic in the lines of least resistance. The situation is controlled by the railroads running to the gulf ports, which can afford to make lower rates than the eastern lines from all the vast territory west and south of the Missouri River. It is rea-



Distances to Different Seaports.

disregard the vested rights of the Atlantic ports.

The relative positions of the rival markets are shown in the map reproduced herewith from the Railway Age.

Many years ago New York and other seaboard markets had a practical monopoly of the export wheat trade, and still enjoy the bulk of the export corn trade. The extension of the wheat growing area to the west and southwest, farther removed from New York and nearer to New Orleans and Galveston, has had the natural effect of throwing a greater percentage of the surplus to the gulf ports during recent years. New Orleans and Galveston exported last year 32,000,000 bus. of wheat; compared with less than 16,000,000 bus. from the Atlantic seaboard.

The claim of Kansas City that the grain should pass thru that point has a legitimate basis only when the grain is destined to the eastern markets. No reason can be found for shipping grain from the Wichita territory to the gulf via Kansas City when the direct route to Galveston is shorter.

New York can lay very little claim to the export grain trade originating in the Kansas City territory, on the score of distance, since that port is farther removed than Baltimore or Newport News. An impartial commission considered the relative claims of Baltimore and New York as long ago as 1882 and definitely decided that the southern seaboard ports were entitled to a differential which they have ever since enjoyed.

sonable to believe that the present downward trend of rates to the gulf will be continued until all grain from trans-Missouri territory goes thru Galveston and New Orleans. An example of what may be expected is furnished by the diversion of corn exports originating as far east as Illinois and as far north as Iowa, on the lines of the Illinois Central Railroad, to New Orleans instead of the eastern seaboard.

Exports of foreign beans and peas during the 7 months prior to Feb. 1 amounted to 92,629 bus.; compared with 23,524 bus. during the corresponding months of last season, as reported by O. P. Austin, chief of the bureau of statistics.

Well informed road experts have estimated that if one-tenth of the road mileage of the country were macadamized and the other nine-tenths were improved in other and cheaper ways, using the best local material available, the cost of hauling the farm products of the United States to market would be reduced one-half.—Representative Brownlow.

A decision on arbitration and custom recently was given in an English court. The arbitrator had decided that the grain was not equal to sample, but that under a custom in the London trade the buyer was not entitled to reject unless the variation in quality was unreasonable or excessive. Holding that the arbitrator had jurisdiction, and that the custom alleged did exist, the judge gave judgment for the seller.

Grain Carriers

A new freight classification is said to have been prepared by the Pennsylvania Railroad.

The Toledo, Indianapolis & Southwestern proposes to build between Toledo, O., and Indianapolis, Ind.

The Union Pacific and the Burlington roads have made a joint rate from Nebraska points to St. Louis, raising the tariff 1 cent.

The Joliet, Newark & Southwestern Railroad Co. has been incorporated to build from Joliet, Ill., thru Kendall county to Dimmick.

The Toledo, St. Louis & New Orleans Railroad is to be built from Clay City, Ill., north to a point in Shelby or Effingham Counties.

A survey is being made by the Rock Island system for a line running west of Norton, Ill., thru Woodson, Markham and Beardstown.

An unusual shipment was made recently from Boston. The steamer Pathfinder loaded 75,000 bus. of wheat for New York. The freight was 3 cents per bu.

The Rock Island-Frisco system has issued an interline tariff on a mileage basis reducing the rates on grain and grain products $1\frac{1}{2}$ to $8\frac{1}{2}$ cents, according to length of haul.

A line 120 miles long will be built by the De Kalb & Great Western Railroad, a subsidiary company of the Chicago Great Western, from a point in Ogle county to Peoria, Ill.

Grading of 200 miles of the Soo Line is to be completed Nov. 1, under the contract recently let. This will take the Glenwood extension to the Canadian boundary at Emerson, Man.

Geo. D. Henry, grain dealer of Fairfield, Ia., has filed complaint of discrimination in rates with the Interstate Commerce Commission against the Chicago, Rock Island & Pacific Railroad.

Construction of the Minnesota Central Railway is to begin April 1, from Mankato north thru Nicollet, New Sweden, Gaylord, New Auburn, Hudson, Greenleaf, Litchfield, Forest River, Watkins and St. Cloud.

The Chicago Board of Trade has requested the members of the grain trade in New York to work for the establishment of a differential between gulf and north Atlantic ports of not more than 3 cents per 100 pounds.

Shippers in northeastern Nebraska held a meeting at Sioux City recently to urge upon the Northwestern and the Great Northern roads the building of switch tracks at several points so that cars can be transferred from one road to the other.

The latest cut in Buffalo-Philadelphia rates was announced Mar. 21. The new rates are: Wheat and flaxseed, .02, and barley, .01 cent per 100 pounds. The rates on corn, rye and oats were not cut, as a reduction would have placed these grains on the free list.

Under the recent decision of the Supreme Court against the combination of the Northern Pacific, Great Northern

and Chicago, Burlington & Quincy Railroads into the Northern Securities Co., it is no longer possible for parallel lines to be consolidated for the purpose of stifling competition.

All railroads terminating at Chicago have received an order from the Interstate Commerce Commission to file with it not later than March 30 a complete statement of all their divisions of rates with terminal roads. It is believed the Commission is about to investigate secret discrimination thru switching arrangements.

Another cut in export grain rates was made Mar. 15 by the Lehigh Valley and the Reading Railroads to maintain their differential of 4 mills in favor of Philadelphia. The rates effective Mar. 21 are: Wheat, .06; corn and rye, .35; barley, .05; and oats, .04. When the cutting of rates began 6 weeks ago the rate on wheat was 4.06, just 4 cents higher. Even at these low rates the grain is not moving east from Buffalo.

The Quarles-Cooper bill, to strengthen the powers of the Interstate Commerce Commission, is receiving vigorous support from the grain men of the country; and, in addition to the National Assn., the following sectional and state organizations are now co-operating in the effort to secure the desired legislation: New England, Southwest Iowa and Northwest Missouri, Indiana, Iowa, Ohio, Texas, Wisconsin, Illinois and Michigan. From most of these, personal letters have been written to members of Congress urging their support of the measure.—I.

The C. & N. W. Ry. Co. has issued a circular stating that barley and rye, C. L., originating at stations on its road east of the Missouri river may be malted in transit for Chicago, Milwaukee, Waukesha, Manitowoc or Green Bay, at any intermediate station between point of origin and final destination, at the direct rate from point of origin to destination. When barley or rye is malted off the direct line charges for extra service will be as follows: For an additional haul of not to exceed 50 miles, 1c per cwt.; 50 to 100 miles, 2c; 100 to 200 miles, 3c. The mileage will be figured each way—on the grain in and the product out.—I.

An illustration of the injury to shippers thru the unlawful combination known as the Northern Securities Co. is furnished by the situation at Minneapolis, Minn., a week ago, when wheat in the cars of the roads controlled by the "trust," the Great Northern and the Northern Pacific, had to be sold at 1 cent a bu. less than wheat in cars of other roads, on account of the arbitrary regulations imposed by the "trust" limiting the use of its cars. Grain shippers and farmers along the lines of the two roads in Minnesota and Dakota thus lose thousands of dollars to pile up extortionate dividends on watered stock for the Wall street plunderers of the public.

Amendments to the bill relating to the surrender of order bills of lading were suggested to Senator Dolliver, chairman of the sub-committee on interstate commerce, by John B. Daish, commissioner of the Grain Dealers National Assn. and general counsel of the National Hay Assn., recently. Mr. Daish suggested that these order bills of lading should be negotiable, that the holder should not be charged with any prior equity of the notify party, that no carrier should refuse to issue order bills. But the shipping interests prefer to have no legisla-

tion enacted by Congress, as the present customs of the trade sufficiently protect the shipper, and Mr. Daish has addressed a letter to the commercial organizations of the country opposing the bill. The bill provides for a penalty of \$1,000 or imprisonment for one year for failure to take up an order bill of lading, whereas this is a civil matter and ought not to have a criminal statute. If bills of lading are to receive attention from Congress the entire subject should be covered and the rights of all parties defined in a uniform bill.

Exports of rice products during the 7 months prior to Feb. 1 were 764,155 pounds of rice and 22,718,969 pounds of rice bran, meal and polish, compared with 276,900 pounds of rice and 15,973,966 pounds of rice bran, meal and polish during the corresponding period of 1902-3.

Farm reserves of wheat March 1 are reported by the Department of Agriculture to have been 132,600,000 bus., or 20.6 per cent of last year's crop, compared with 24.5 per cent of the crop of 1902 on hand on March 1, 1903, and 23.2 per cent of the crop of 1901 on hand March 1, 1902.

Corn in farmers' hands March 1 is estimated by Edwin S. Holmes, Jr., associate statistician of the Department of Agriculture, to have been 839,000,000 bus., or 37.4 per cent of last year's crop, against 41.6 per cent of the crop of 1902 on hand on March 1, 1903, and 29.2 per cent of the crop of 1901 on hand March 1, 1902.

A system of warehouse receipts for handling rice was suggested by Jonathan Lane in a recent address before the First District Bankers' Assn. at Houston, Tex., to overcome the evil consequences of the present methods. Mr. Lane said: The bulk of the rice crop is harvested from the middle of September to the middle of November. The farmer should be able to sell all of his rice for cash by Nov. 15, if he so desires. Can the mills we have now pay for it by this time? Certainly not, with their present capital. Under present conditions, can they borrow sufficient funds to pay for it by this time? I think not. So far the mills have been the only purchasers of rough rice, operating in this state, and upon them alone the producer has been compelled to depend for a market. We can not blame the mills for conditions, they are doing and have done all they can to remedy them; the load is simply too much for them. The result has been that some of the mills have advanced on rice left with them for milling more than they were able to carry. The loans were not long enough to enable them to dispose of the rice in response only to demands for consumption; they have therefore been compelled to realize on the rice, and thus the market has been forced down, and the producers are the greater sufferers. These are facts, and the mills, bankers, merchants, land owners and all the people are interested in seeing that a change is brought about.



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Books Received

LINSEED OIL AND FLAXSEED is a 10-page folder, containing valuable information regarding foreign seed conditions, consumption, cake and oil, market manipulation and manufacturing margins, together with tables for getting value of oil per gallon when seed and cake price is known, and a table for converting any number of pounds of oil into gallons. Published by the Daily Commercial Record, Duluth, Minn.

RE-INFORCED CONCRETE CONSTRUCTIONS. A glimpse of the unending variety of structures that have been erected of reinforced concrete in different parts of the world is afforded the reader of the architects' and engineers' handbook of Re-Inforced Concrete Constructions, compiled by L. J. Mensch, C. E., which contains brief descriptions and more than 150 illustrations of concrete grain elevators, warehouses, factories, residences, tanks, canals, dams, towers and bridges. Data are given of the many tests that have been made of the strength of most of the structures illustrated. A comparison very flattering to concrete is made in the case of concrete and terra cotta tile buildings in the greatest heat of the Baltimore conflagration of Feb. 8. The book is written in a style that makes it very entertaining to the general reader as well as valuable to builders. From the press of Cement and Engineering News, Chicago. Paper cover; 217 pages; price \$2.00.

KILN DRIED CORN (Hess System) is the title of a most interesting booklet just received from the hand of George H. Hess, Jr., of Chicago. It exploits a commodity which has been on the market several years, but which up to this time has not been distinctively named. Mr. Hess is the inventor of the system of drying and cooling grain, and the Kiln Dried Corn (Hess System) of which the book treats is the product of his system of drying. The booklet outlines the obstacles to the successful warehousing and marketing of corn, especially through the past two seasons. It describes the method of treating corn to fix and preserve its qualities from deterioration, and touches on the advantages to the miller and exporter to be derived from the use of the Kiln Dried article, the saving in freight alone being not a small item. The favorable attitude of the Department of Agriculture toward the kiln drying of corn is explained and reference is made to the use of the Hess System in the Seed Laboratory at Washington, where it has been installed by the Department. The growing demand for Kiln Dried Corn (Hess System) is indicated most forcibly by the list, accompanying the booklet, of grain concerns who use the Hess System and supply the product in question, which list includes the principal grain dealers of the Mississippi and Missouri valleys. The booklet is obviously not an advertisement of machinery, but is issued in response to a demand for information concerning the Kiln Dried product, which for two years has been so prominent a feature in the world's corn markets. The little book is a specimen of the best of the printer's art, with half-tone illustrations, on enameled book paper, printed in two colors, and will certainly prove of intense inter-

est to those in the grain trade, to whom it is sent free, on application.

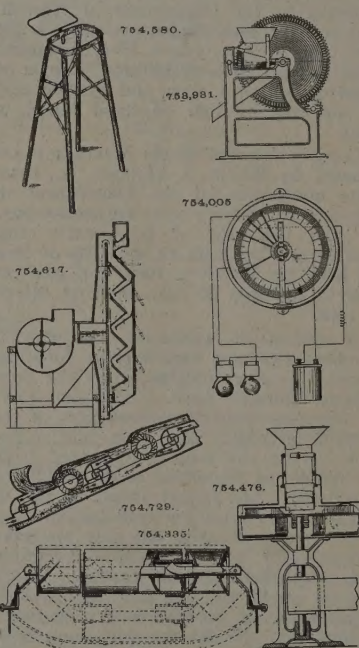
Patents Granted

Gas engine. No. 754,163. Hans Richter, Nuremberg, Germany.

Gas engine. No. 754,418. Patrick H. Breman, Syracuse, N. Y.

Gas engine. No. 753,876. De Cloise Glasby, Minneapolis, Minn.

Cooling device for explosive engines. No. 754,728. Jas. White, Cleveland, O.



Explosive engine. No. 754,466. Shirley S. Lewis and Albert Lewis, Syracuse, N. Y.

Gasoline engine muffler. No. 753,845. Richard W. Brockway and Francis J. Meckensturm, Moodus, Conn.

Apparatus for treating oil cake. No. 745,576. Alfred B. Lawther, Syracuse, N. Y., assignor to Frederick O. Swannell, Chicago, Ill.

Gas engine attachment for steam engines. No. 754,385. Henry B. Nicodemus, Allegheny, Pa., assignor to Geo. K. Benner, Allegheny.

Portable conveyor. No. 754,335 (see cut). Wm. L. McCabe, Seattle, Wash. The conveyor belt is supported by pulleys mounted in a main frame which contains an auxiliary frame movable laterally. The pulleys are pivotally attached to the main frame and have their inner ends pivoted to the auxiliary frame.

Bag holder. No. 754,580 (see cut). Daniel Madden and Wm. A. Thompson, Chepstowe, Canada. Rigidly secured to the top of the supporting standards is a distending frame having an outturned flange supporting its entire upper edge. The distending frame is embraced by a

clamping band drawn together by a tension spring.

Temperature annunciator or fire alarm. No. 754,005 (see cut). John A. Olson, Minneapolis, Minn., assignor to the Temperature Annunciator Co. The pointers on a dial are automatically actuated by the change in temperature and as they come in contact with electrodes extending from the center of the dial the circuit is completed, thereby ringing an electric bell when the temperature rises to a certain degree.

Grain blower. No. 754,476 (see cut). Geo. Merkel, Richfield, Wis., assignor of 2-3 to Geo. and Jacob Bernert, Richfield. A circular casing supported on a standard is provided with central openings at top and bottom and a side outlet in communication with a passageway. Rotating in the casing is a circular disk mounted on the end of a shaft. The disk has fan blades on its under surface and distributing strips on its upper surface.

Grain separator. No. 754,729 (see cut). Jas. K. White, Mansfield, O. Separating cylinders are journaled within a casing and surrounded by screens of different mesh. Along the top of the casing is a passage thru which air is driven by fans. Air also is driven thru another passage leading along the bottom of the casing downward. The fans have upper and lower mouths to direct blasts up one and down the other passage, and to drive the cylinders by the air impinging on the bucket blades.

Shredder for wheat or other grain. No. 753,931 (see cut). John H. Stevenson, Ann Arbor, Mich., assignor of 1/2 to G. Frank Allmendinger, Ann Arbor, Mich. A cone disk revolving upon a horizontal axis and provided with a series of concentric grooves or corrugations travels in rolling contact with a smooth faced cone revolving on a horizontal axis intersecting the axis of the other cone. The cones are held yielding in contact. The grain is fed thru a hopper and removed by a scraper.

Grain separator. No. 754,617 (see cut). F. M. Smith, Nashville, Mich., assignor to Huntley Mfg. Co., Silvercreek, N. Y. In an upright separating case are arranged an upright series of inclined screens, the material tailing off from one screen traveling over an inclined plate to the head of the next lower screen. The material passing thru the screens is caught on rear conveying plates and subjected to an ascending current of air produced by a fan. The screenings thus are separated into light and heavy material. The air inlet is in the upper part of the case directly under the feed hopper.

Linseed oil cake amounting to 426,173,918 pounds was exported during the 7 months prior to Feb. 1, compared with 293,911,828 pounds for the corresponding months of last season.

Buckwheat exports during the 7 months prior to Feb. 1 amounted to 30,471 bus., compared with 116,135 bus. during the corresponding period of last season, as reported by O. P. Austin, chief of the bureau of statistics.

The Grain Shippers Club held a meeting recently at St. Louis. The following officers were elected: Pres., John Weidmer; vice-pres., M. L. Johnson, Evansville, Ind.; J. H. Wilkes, Nashville, Tenn., and Frank Hartwell, Louisville, Ky.; sec., A. Brandeis, Louisville, Ky.

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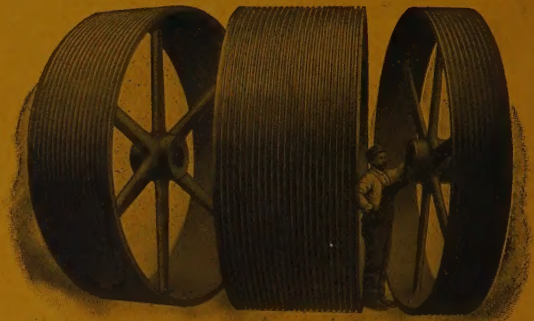
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